

Younger to seek US alternatives to Nimrod early warning system

By Rodney Cowton, Defence Correspondent

Mr George Younger, Secretary of State for Defence, is to seek estimates of the cost of acquiring United States alternatives to the £1,000million Nimrod airborne early warning system which has been under development since 1977.

No statement was issued after a Cabinet overseas and defence committee meeting yesterday, chaired by the Prime Minister, but it is likely that there will be further discussions between the Ministry of Defence and the main contractor, GEC Avionics.

GEC has proposed a three-year, £340million development programme. It has considerably modified its position in the past week, agreeing to accept a fixed price commitment to achieve specified performance standards where it had previously sought a six-month period in which to prove that possible solutions would be effective.

One subject which the

Race hate Bill worries editors

By Frances Gibb, Legal Affairs Correspondent

Newspaper editors have expressed concern to the Home Office that they will be at risk of prosecution over articles on racism, under the Public Order Bill now going through the Commons.

The Guild of British Newspaper Editors says that editors may face prosecution for possessing solicited or unsolicited material of a racially inflammatory nature which they have kept either for their records or for writing articles on racism.

The Bill extends the offence of incitement to racial hatred to publication or distribution of material likely or intended to stir up racial hatred.

It will also become an offence to possess such material with a view to its publication or distribution, and the police will be given new powers to search for and seize it, with the courts able to order forfeiture.

Mr David Newell, the Guild's parliamentary secretary, said yesterday: "The old offence of incitement to racial hatred in the Race Relations Act, 1976, included the qualifying phrase 'having regard to all the circumstances', which was

MPs look at leak of report

By Richard Evans, Lobby Reporter

MPs are expected to decide within the next few days whether the leak of a controversial draft parliamentary report on nuclear waste, which was published in *The Times*, should be referred to the Commons committee of privileges.

An investigation into the leak concluded yesterday that it constituted a "serious interference" with the work of the Commons environment select committee.

The leaked report, which appeared in *The Times* on December 16, highlighted the select committee's concern that Britain's nuclear industry is "virtually light years" behind those in other countries in dealing with the safe disposal of waste.

The publication of the leaked report infuriated Sir Hugh Rossi, the Conservative committee chairman, who considered resigning or not proceeding with the report.

Sir Hugh, MP for Hornsey and Wood Green, hopes to raise the leak this afternoon with Mr Bernard Weatherill, Speaker of the Commons.

Tunnel's Canterbury tale

By Robin Young



The Prime Minister and President Mitterrand in Canterbury yesterday exchanging copies of the newly signed Channel tunnel treaty (Photograph: Harry Kerr).

Many English and French reporters and photographers wended their way to Canterbury on pilgrimage yesterday in the hope of seeing the President of France and the Prime Minister of Britain sign the Channel fixed link treaty, committing their governments to burrowing a Channel tunnel.

In the event they were disappointed, since all that Mrs Margaret Thatcher and President Mitterrand signed were a succession of visitors' books.

The French constitution debars the President from signing foreign treaties, although he is allowed to negotiate or ratify them. Accordingly, the treaty was signed by Sir Geoffrey Howe and the French Minister for External Relations, M Roland Dumas.

Mrs Thatcher, who at least three times described the event as "an historic occasion", and President Mitterrand appended their signatures to the visitors' books of King's School, the Vice-Dean of Canterbury at the Deanery, and of Canterbury Cathedral itself.

After everyone had signed what they could, Mrs Thatcher said in a speech that the first Channel link promoter was Napoleon Bonaparte.

Mrs Thatcher concluded with 10 sentences in studied French, telling M Mitterrand that the treaty marked a new chapter in industrial collaboration and was a significant event for the whole of Europe.

M Mitterrand, in an expansive speech entirely in French and replete with Gallic hand gestures, rehearsed historic references of his own. They included St

Thomas Becket, the Entente Cordiale, and surprise, surprise, Joan of Arc. He said the treaty represented "an important milestone in the history of our two peoples".

Outside, the people of Kent, to whom Mrs Thatcher addressed special words of reassurance about her Government's concern for their environment and future employment, were vociferous in their opposition to the scheme.

As the official cars arrived eggs were thrown. One hit President Mitterrand's Rolls-Royce, while the crowd chanted: "Froggy, Froggy, Froggy, Out, Out, Out."

There was one arrest, and one policeman was slightly injured in a minor disturbance because of their proximity to its construction.

A Folkestone firm of chartered surveyors, Daniel Smith, has been instructed to offer to buy any property properties in the villages at the open market value which would have applied had the tunnel not been built. The offer runs for 10 years so that householders do not need to feel they are under pressure to make a decision immediately.

Leak of gas from ICI plant

Police officers and local radio stations in Scotland put out warnings to the Bannock area of Grangemouth yesterday after a leak of bromine gas from the ICI works near by.

Householders were advised to stay indoors, to close all windows and doors and to move upstairs until the emergency was over.

ICI said that an internal inquiry monitored by the Industrial Pollution Inspectorate had begun to discover why the gas, used in the manufacture of dye-stuff for textiles, escaped from a pipe in which it was carried under pressure.

The leak was brought under control within 10 minutes by closing valves.

The company said that the gas could have caused irritation to the eyes and throat, nausea and alarm.

The windless conditions yesterday meant that the bromine drifted towards houses in the Bannock area and the major incident plan for Grangemouth was brought into action.

An official said: "After about twenty minutes detector vans could find no trace of the gas."

No one outside the ICI plant was reported to have suffered symptoms of bromine poisoning.

Grant for play refused

The Government has refused a theatre a £3,000 grant because Nalgo, the council workers' union, is using its sponsorship as a political message.

The Crucible Theatre in Sheffield had been given £3,000 by Nalgo for a production of Bertolt Brecht's *The Resistible Rise of Arturo Ui*, which opened today. The union has mounted an exhibition in the foyer and has written a programme note comparing actions in the play with present public service cuts.

Hatton file sent to DPP

A police file on Mr Derek Hatton, deputy leader of Liverpool City Council, was sent yesterday to the Director of Public Prosecutions.

The move came after a second session of questioning in two weeks by fraud squad detectives investigating allegations of financial irregularities.

Mr Hatton, accompanied by two lawyers, was interviewed at Merseyside police headquarters for five hours yesterday.

Error in birth by hospital

Rotherham District General Hospital, which locked its doors, leaving a mother to give birth to a baby outside, admitted yesterday that it was at fault.

There had been a breakdown in the intercom system for passing on information. Mr Douglas Caldwell, the hospital's general manager, said.

Drink victim

A boy aged 11 from Newton Abbot, Devon, was being treated in Torbay Hospital for alcoholic poisoning yesterday, 10 days after the police in the South-west launched a campaign against under-age drinking.

Defeat on trading accepted

By Stephen Goodwin, political staff.

The Government is unlikely to use its Commons majority to overturn Tuesday night's embarrassing defeat in the House of Lords on its Sunday trading legislation.

Former prime minister the Earl of Stockton joined opposition and cross-bench peers to carry by a one-vote margin an amendment to the Shops Bill which preserves existing safeguards for Sunday workers.

But last night Government sources said they would probably "swallow the defeat" and not try to reverse the amendment when the Bill is considered in the Commons.

Catholic ruling on handicapped care

By Clifford Langley, Religious Affairs Correspondent

New-born babies with severe physical defects may not be deprived of food and care in order that they should die, according to an official statement on medical ethics from the Roman Catholic Church published today.

Doctors are under no obligation, however, to prolong life regardless of the circumstances, it states.

They are entitled to avoid "burdensome" treatment; they may make choices between cases where resources are scarce; and they may decline to perform surgery when there is no reasonable hope of some benefit.

The statement was drawn up by a joint committee representing the Roman Catholic Church in England and Wales, Ireland, and Scotland, under the chairmanship of the Archbishop of Glasgow, Mgr Thomas Winning.

It lays down the principle that every infant, whatever its condition, has certain rights which cannot be set

Split by architects averted

By Charles Kneivitt, Architecture Correspondent

Dissident community architects demanded assurances from the Royal Institute of British Architects yesterday that they would be allowed to determine their own affairs, thus narrowly averting the threat of setting up a break-away organization to represent their interests.

A decision to form a new institute could have caused the most significant split in the profession for 40 years.

Community architecture came to prominence two years ago when the Prince of Wales publicly endorsed, during his controversial "carbuncle" speech, the way some architects were involving the users of buildings in design and management.

The threatened split would have come at an embarrassing time for the institute which was asked by the Prince shortly before Christmas to prepare a study of how to revive the inner cities.

The new organization was due to be launched at a national community architecture conference planned for the autumn, but members of the institute's community architecture group are now awaiting a formal response to their demands.

Trouble has been brewing for years over what some younger members of the institute regard as its reluctance to give wholehearted support to what is still regarded by many as a radical alternative to traditional practice.

Community architects believe that the profession needs to climb down from its ivory tower to deal with some of the most pressing problems of local groups, particularly in the inner cities.

Mr RIBA's policy committee decided yesterday not to sponsor Mr Rod Hackney, as president of the International Union of Architects next year.

Bill urges jailing reform

By Peter Evans, Home Affairs Correspondent

A Bill is to be introduced into the Lords to tighten guidelines for courts on custodial sentencing.

Mr Robert Kilroy-Silk, chairman of the parliamentary all-party penal affairs group, said that Mr Douglas Hurd, the Home Secretary, had promised to consider the Bill sympathetically after meeting him yesterday. Mr Hurd recognized that there was a case for change, but could give no commitment until the Bill was published.

The demand for change arises from three criteria in the Criminal Justice Act, 1982. The parliamentary group believes safeguards do not go far enough. On December 31 last year, there were 9,144 offenders under 21 serving custodial sentences in England and Wales.

The criteria for custody are that the offender appears to be unable or unwilling to respond to non-custodial measures; custody is necessary for the protection of the public; and the offence is so serious that a non-custodial sentence cannot be justified.

Research has shown that most magistrates and magistrates' clerks have welcomed the measures.

But some courts have applied the criteria loosely. Offenders have been sent to custody when their only previous sentence has been a conditional discharge or they have committed minor theft.

The group proposes to add the criterion that the public needs to be protected "from serious harm". Another change proposed is that the offender would have to have a history of failure to respond to non-custodial penalties.

A precondition would be that if the offender was aged 21 or over the court would have imposed a prison sentence for the offence.

Record air passenger increase

By Our Industrial Correspondent

A record \$2.9 million people used the seven British Airport Authority airports in England and Scotland last year, a rise of 6.1 per cent.

Figures released by the BAA show that domestic routes recorded the biggest passenger increase, of 8.3 per cent. North American routes rose by 2.4 per cent in December, the first increase for three months.

The three London airports, Heathrow, Gatwick and Stansted, handled three million more passengers last year.

Man in the news

By John Young, Agricultural Correspondent

Mr Simon Gourlay, who succeeded Sir Richard Butler as president of the National Farmers' Union yesterday, takes charge at a time when relations between the Government and the farming community have seldom been more strained.

Sir Richard had the misfortune to succeed Sir Henry Plumb in 1979 when farmers' incomes were starting to take a turn for the worse after the euphoric early years of Britain's membership of the EEC. He is a pleasant man but lacks the charisma of his colourful predecessor, who is now leader of the Conservative group in the European Parliament, and he will doubtless be happy to retire to his 1,500-acre farm in Essex.

In retrospect he may be seen to have had a fairly straightforward path to tread compared with that which confronts Mr Gourlay. To present the case for farming to an unsympathetic Government, which believes farmers

Leading the farmers into battle

By John Young, Agricultural Correspondent

Mr Simon Gourlay, new president of the National Farmers' Union, is to be pampered and over-protected, is a task that has prompted people to ask why anyone would want the presidency at this stage.

Farmers have three main grievances. The first is that the Government apparently believes that the best way to curb over-production is to impose the discipline of the free market, which, farmers say, will serve only to force more family farms out of business.

The second, paradoxically, is that ministers are failing to

defend the interests of the allegedly efficient British producer against the army of European peasant farmers, who are the real drain on the agriculture budget.

Third, they are being urged to adopt less intensive farming methods and to assume a new role as wardens of the countryside without any guarantee of financial compensation.

Mr Gourlay's outspoken and somewhat abrasive style may well serve better than Sir Richard's urbanity. He comes from a non-farming family background and from the opposite side of the country, owning a mixed herd of dairy and beef cattle and 330 acres of cereals and fodder beet in the foothills of the Welsh mountains.

A Wykehamist, whose hobbies include gardening, music, and hill walking, he is the antithesis of the straw-chewing rustic. But he can be a tough negotiator, as farm workers who remember his leadership of the employees on the Agriculture Wages Board will testify.

Woman begged gunmen for mercy

From Richard Ford, Belfast

A Roman Catholic woman told yesterday how she pleaded with masked terrorists to spare her life after they had murdered an off-duty Ulster policeman and a barman in her family's public house.

As Det Constable Derek Breen and John McCabe lay dying on the floor, the woman got down on her knees and begged the men not to kill her because she had four children.

Mrs Bernadette Trainor said yesterday: "These people are sick. Who do they think they are?"

The gunmen struck at the Talk of the Town bar at Maguirebridge, Co Fermanagh, on Tuesday night as Constable Breen, aged 29, married with a daughter aged nine months, was about to telephone his wife to tell her he would be home shortly.

The policeman, from Lisbellaw, Co Fermanagh, was having a regular drink

Since the Anglo-Irish agreement was signed on November 15 there have been 14 deaths, compared with 11 in the same period in 1984-85, 54 shootings compared with 77 and 36 explosions compared with 18.

The Provisional IRA launched a campaign of bombing RUC stations and warning contractors against undertaking repairs. Since the agreement there have been a number of arm finds, including three dumps uncovered south of the border with the seizure of 120 weapons and 80,000 rounds of ammunition.

dumping the car, leaving him locked in the boot.

Mrs Trainor's parents run the bar, which was destroyed by an incendiary device left by the terrorists. She said of the dead RUC officer: "He was one of the best."

The bar was one of only two run by Roman Catholics in the village, where community relations have up to now been good.

A few hours later, three soldiers were injured by a Provisional IRA bomb as a foot patrol walked through Castlewellan, Co Down.

Yesterday the Duchess of Kent visited the wives of two

of the injured soldiers and said that by visiting she could "at least express a commitment shared by millions in the UK to your search for a more tranquil and more prosperous life. There can be few communities anywhere that deserve it more."

The killings were condemned by Mr Peter Barry, the Irish Republic's Minister for Foreign Affairs, who dined in London last night with Mr Tom King, Secretary of State for Northern Ireland.

But Unionists said that the incidents were part of an upsurge in terrorism as a result of the Anglo-Irish agreement.

Mr Ken Maginnis, Official Unionist MP for Fermanagh and South Tyrone, said that Unionists would have to take the administration of Ulster into their own hands and assume responsibility for their own areas. He refused to say whether he was talking about a declaration of independence or merely Unionist security patrols.

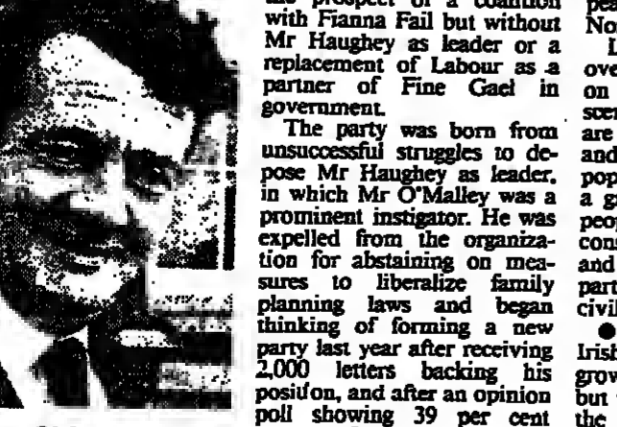
New party to break Irish mould

At the bar of one of the Irish Republic's luxury hotels, two well-dressed and well-heeled women sat over white wine and Dover sole, discussing a phenomenon that has severely shaken the country's main political parties (Richard Ford writes).

Both were convinced "Dessie" could make it and both planned to join his attempt to break the mould of Irish political life and "build a new republic".

Thousands more are being drawn to a series of rallies held by the Progressive Democrats, who in just eight weeks have become the fourth largest party in the Dail, claim to have 14,000 members and to be attracting funds running into four figures daily.

The latest opinion poll gives the party, the PD, formed by Mr Desmond O'Malley, 25 per cent of first preference votes, compared with 23 per cent for Dr Garret FitzGerald's Fine Gael party. And while Fianna Fail has 42 per cent, the impact of Mr O'Malley's party would be to deprive his



Mr Des O'Malley, a new Irish party leader.

old adversary, Mr Charles Haughey, of the overall majority that has eluded him in the past three general elections.

Even if support for the PD drops, as most politicians expect it will when it puts forward policies, it could hold the balance of power after the next general election, due before November 1988. Such a position opens

the prospect of a coalition with Fianna Fail but without Mr Haughey as leader or a replacement of Labour as a partner of Fine Gael in government.

The party was born from unsuccessful struggles to depose Mr Haughey as leader, in which Mr O'Malley was a prominent instigator. He was expelled from the organization for abstaining on measures to liberalize family planning laws and began thinking of forming a new party last year after receiving 2,000 letters backing his position, and after an opinion poll showing 39 per cent support for the idea of a party led by himself.

Mr O'Malley is a deputy Minister for Justice at the age of 31 in the aftermath of the arms crisis of 1970. The PD blend of politics is a mixture of right-wing economics and liberal positions on social issues, which will involve tax reform, cuts in public spending, clear distinction between church and State, the need for a limited form of divorce and general support for the Anglo-Irish agreement as a

peaceful approach to the North.

Launched on an Ite5,000 overdraft, the party arrived on the republican's political scene at a time when there are many "don't know" voters and where, with half the population under 25, there is a growing number of young people unhappy with the conservatism of Irish society and its two main political parties, with their roots in the civil war.

Support for the Anglo-Irish agreement continues to grow in the Irish Republic, but the latest opinion poll on the deal giving Dublin a consultative role in the affairs of the North indicates that a huge 8 per cent of Protestants oppose the deal, with only 8 per cent in favour and 11 per cent undecided, compared with 72 per cent support from Roman Catholics, 12 per cent against and 16 per cent don't know.

Overall, the poll conducted among 1,000 people in the North reveals 54 per cent of those questioned against the agreement, 33 per cent in favour and 13 per cent with no opinion.

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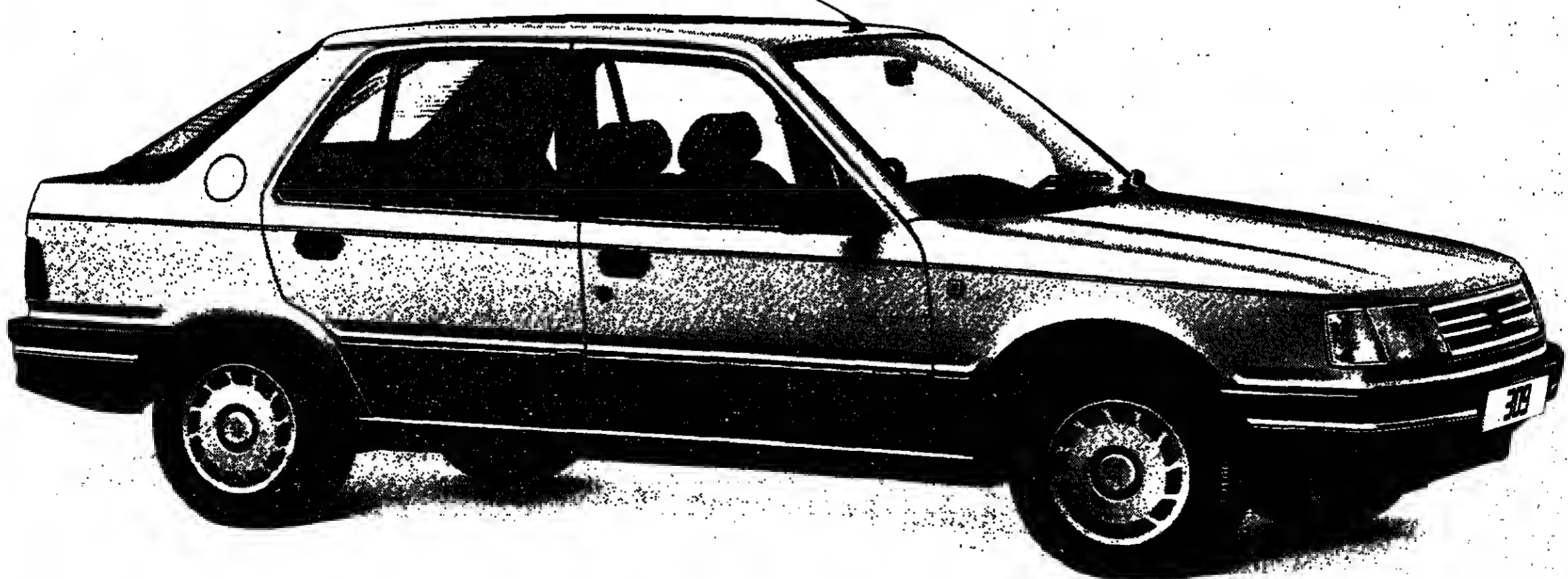
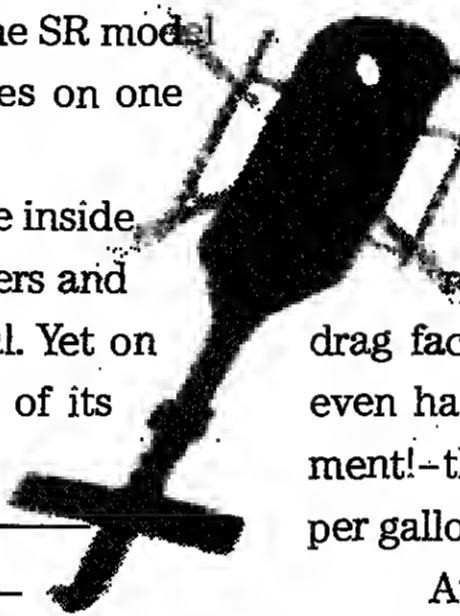
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هكذا من الأصل

Gandhi blundering on price rises gives opposition a field day

One of the big drawbacks in having an almost totally inexperienced dynasty at the head of affairs became evident this week in the suddenly empty streets of Calcutta and a day of interrupted business and random violence in Delhi.

Life in the two cities was interrupted by general strikes called by opposition parties to protest at the Indian Government's handling of the economy.

They were given wide support because at last the Opposition had a popular issue they could make the most of in West Bengal, of which Calcutta is the capital, the opposition Communist Party (Marxist) is in power, and the state government led the strike. It was accordingly highly effective.

Train services came to a halt, buses, taxis and private vehicles, including rickshaws, were off the road. Educational institutions, markets and other business houses were closed.

The day before, Delhi had worn a Sunday air, with traffic at a minimum and many markets and offices closed. A hundred buses littered the roads with slashed tyres or broken windows, and 900 arrests were made as the mobs tried to stop them running.

The Opposition had been given a stick to beat the Government by the eccentric

From Michael Hamlyn, Delhi
behaviour of the Government itself. Two weeks ago the Finance Ministry announced forthcoming increases in the price of a number of essential food and petroleum products. There was a horrified intake of breath all round.

The increases certainly have a good deal of economic logic, and the advice of the international monetary institutions has been to avoid subsidizing these costs. So Mr Rajiv Gandhi was being resolute and politically courageous in doing something unpopular for what he thought were the right reasons.

His political inexperience showed, however, in the way he failed to prepare public opinion beforehand. He also neglected to consult the satraps of his Congress Party. But worst of all it appears he neglected to discuss the rises even with Cabinet colleagues.

The result was that leaders of Congress, and indeed ministers in his own Government, felt free to complain to him publicly about the increases. Mr H.K.L. Bhagat, the Parliamentary Affairs and Tourism Minister — never one to miss a populist cause

was first in the field. Mr Kamalapati Tripathi, the so-called "working president" of Congress and an ancient party warhorse, appealed to Mr Gandhi to think again. The Opposition leapt for

joy at being given an issue it had not had to manufacture, and immediately put in hand plans for this week's protests.

The Congress stalwarts met last week, under the chairmanship of the party president, none other than Mr Gandhi himself. They made their views plain to him. The result was a party resolution begging the Government to reconsider.

The spectacle of Mr Gandhi, the party chief, appealing to Mr Gandhi, the Prime Minister, was not without irony.

The next day the Finance Minister, Mr V.P. Singh, retreated. Petroleum prices were still going up, but by not so much.

This was no good, of course, in assuaging public grief. Virtually all the press united in identifying the mess as "a badly bungled affair" (*The Statesman*) or as carrying "political disgrace" (*The Times of India*).

The Times of India, which has been hardline against Mr Gandhi recently, was particularly acid. A long leading article pointed out that many of Mr Gandhi's political acts have upset Congress men's chances of electoral success.

But now the price rises affected the party's electoral chances all over the country. The paper felt it had happened because Mr Gandhi is out of touch with the party rank and file.



Prison guards silence one of 191 South Korean students on trial in Seoul as he is led into the courtroom shouting anti-government slogans. They were arrested after occupying offices of the ruling Democratic Justice Party last November.

Melilla deal under attack

From Harry Debelius, Madrid

Political parties in the Spanish North African enclave of Melilla have bitterly criticized an agreement reached by the Interior Ministry and leaders of the enclave's Muslim population to consider granting citizenship to Muslim long-time residents and unregistered natives, according to reports reaching here yesterday.

The president of the right-wing Melilla People's Union, Señor José Imbroda, called the meeting between the Muslims and the administration "madness", and claimed the agreement they had reached was unconstitutional.

"The nation's government has dropped its trousers," he said. Señor Luis Fernández, president of the Melilla branch of Popular Alliance, Spain's conservative leading opposition party, complained that the creation of a joint committee of Muslims and Interior Ministry officials was made "behind the backs of the political parties which are the representatives of sovereignty of the people". He added: "Legally the Muslim community does not even exist."

The pact between Muslims and Madrid was established at the instigation of Muslim community leaders precisely because of allegations of second-class treatment and complaints that Spain's new aliens law does not even guarantee Spanish citizenship to the permanent Muslim

population of Melilla or of Ceuta, Spain's other enclave on Morocco's Mediterranean coast. The joint committee would decide who is entitled to citizenship.

Señor Ramón Dobado, a leading local representative of the Spanish Socialist Workers Party, the party in power in Madrid, expressed satisfaction over the dialogue between authorities and Muslims, but nevertheless had his reservations. He said that the integration of the Muslim population should be carried out "selectively, analysing each case".

Melilla, almost the south of Almería, has a Christian population of about 60,000 and an estimated 15,000 Muslims.

Gibraltar airport meetings

Madrid — A four-man delegation headed by a Transport Department official, Mr David Moss, flew back to London after two days of talks here with Spanish officials about technical aspects of the proposed joint use of Gibraltar airport (Harry Debelius writes).

No date was set for further talks, which will depend on consultations and further study by both sides.

The meetings took place on Monday and Tuesday at the Foreign Ministry here, after agreement between the Foreign Secretary and his Spanish counterpart to study the question.

Both sides accused of abuses in Nicaragua

By Nicholas Ashford, Diplomatic Correspondent

A new report by Amnesty International on human rights abuses in Nicaragua reveals a pattern of intimidation and harassment of political opponents by the left-wing Sandinista regime which, although serious, appears to be considerably less brutal than the methods used by the US-backed Contra rebels.

The report, *Nicaragua: the human rights record*, states that abuses practised by Sandinista officials are limited largely to frequent, though generally short-term, imprisonment of prisoners of conscience; prolonged pre-trial incommunicado detention of political prisoners; restrictions on their right to fair trial and poor prison conditions.

Amnesty also says it has received reports of torture and arbitrary killings by military personnel in remote areas. However, it emphasizes that in many cases those responsible have been tried and punished.

Referring to the Contras, the report states that the Honduras-based Fuerza Democrática Nicaragüense (FDN) forces and, to a lesser extent, the Costa Rica-based Alianza Revolucionaria Democrática (Arde) have been responsible for persistent abuses, including torture, mutilation and execution of prisoners.

The year of the congresses: Part 3

Yuppies frustrate party reformers

By Roger Boyes, East Europe Correspondent

The East Europeans have their Yuppies — Young Upwardly Mobile Party Apparatchiks — and the Gorbachevs are accelerating their progress. In Poland, this phenomenon is bothering some party reformers, who thought that the last party congress in 1981, despite all its shortcomings, had introduced a new style of party role and a new breed of candidates for office.

New men on the rise are typically in their early forties (that qualifies as young east of the Elbe), were active in the official student movement in 1968 (that is, during the anti-Semitic campaign) and have emerged as competent administrators who can adapt to varying political climates. They have climbed in the local provincial leadership ranks, typically, occupy the



General Jaruzelski direct line to Moscow

post of party organizing secretary. They are numbers men who liaise well enough with factory party cells but are not populists. They talk for the most part in wooden party language, and are at their most comfortable writing memoranda.

In the run-up to the June congresses, these party managers are emerging as the new regional party chiefs, and will have a considerable impact on the completion of the Central Committee. Rejuvenation of the party, hailed as the great contribution of Mr Gorbachev, is therefore double-edged: young is not necessarily beautiful.

In Bulgaria the up-and-coming man is 49-year-old Mr Chudomir Aleksandrov; in East Germany Herr Egno Krenz; Herr Honecker's Crown Prince, is also 49. On their coat-tails, as in Poland, they are bringing regiments of Yuppies.

In Poland, party reformers would like to change the Communist Party statutes at the next congress to ensure that the genuine communists work their way up the leadership. Under the statutes passed during the Solidarity era, party officials could serve only two terms of

five years. The idea was to break the spine of a job-for-the-boys party clique.

But the effect of this statute is to cultivate mediocre professionals. Nowadays, when the party searches among gifted engineers, doctors and teachers for future leadership posts, it is often turned down. No talented communist or scientist can afford 10 years away from his job. So, to protect the party from the low-calibred, party reformers are having to dismantle a statute that was essentially democratic in intent.

The accession of Mr Gorbachev, whatever his real ideas about reform (and the Soviet bloc is not much clearer on that score than a year ago), has come as a considerable bonus to General Jaruzelski.

Polish relations with the Soviet Union are better now than for 20 years. General Jaruzelski is in control at least of all the channels of communication to Moscow; a military colleague, General Józef Baryla, oversees the crucial security services. The hardline Ambassador to Moscow, Mr Stanislaw Kociolicki, has been replaced by a man wholly in the Gorbachev mould. The hardline opposition to the general, which traditionally claims to hear secret voices from the east, is in abeyance.

It is, however, putting up a fight. Although it can claim no support from Moscow, it is busy on factory shopfloors, in district council sessions. The line is this: the next party congress must radically alter the shape of the Central Committee and the Politburo to reflect the interests of the ordinary worker. Economic reform is penalizing old-age pensioners and workers in heavy industry and allowing private professors to make

The hardliners are profiting from small mistakes by the Government over the past few months, particularly a series of price rises announced without due preparation. Some of the Yuppies are prepared to listen to these siren calls. They are not uncritical of the Jaruzelski line, but the general is preparing for the congress with a copy of *Chruszczew* in one hand, Marx in the other.

His tactic is to steal the clothes of the hardliners by paying surprise visits — and apart from a quick phone call to the security cell they really are surprised to see in factories, dressing down managers and trying to show that the party is still interested in protecting workers. Concluded

Pledge on polar litter

Sydney (Reuters) — Australia has promised to clear tons of rubbish from its two research stations in Antarctica after criticism from a leading British scientist, Dr Ron Lewis-Smith.

The Science Minister, Mr Barry Jones, told Parliament that the big clean-up around the Casey and Wilkes bases was expected to be completed by the end of March.

WELLINGTON: Greenpeace yesterday vowed to continue its campaign to make the Antarctic a world park and criticized Antarctic Treaty nations for their obstruction (Reuters reports). Their flagship, the *Greenpeace*, sailed into Wellington after sea ice foiled its efforts but the expedition director, Mr Pete Wilkinson, said they would resume the effort next summer.

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Philippines election chaos: The focus switches to Washington

Reagan troubleshooter on Manila mission amid poll fraud anger

From Michael Binyon Washington

As Mr Philip Habib, the veteran State Department troubleshooter, is preparing to leave on his special mission to the Philippines, President Reagan left Washington for a short holiday amid criticism of his muted reaction to fraud in the Philippines election.

At a press conference on Tuesday, Mr Reagan refused to criticize President Marcos for his conduct of the election, insisting that the US wanted good relations with whatever government came to power. But many Congressmen, Democrats and most of the American press have called for a sharp and immediate response, including a withholding of US aid.

Senator John Kerry, a Democrat from Massachusetts and one of the election observers, accused the White House of "either totally ignoring or dismissing out of hand" the observers' efforts to monitor the election.



Mr Philip Habib, assessing needs of the people.

"There is hard evidence of fraud and the only question is whether the total resources of the US Government will be brought to bear in an attempt to reverse the trend that we and the American people have been witnessing in the Philippines," he said. Announcing that he was sending Mr Habib, a former Assistant Secretary of State, "to assess the desires and needs of the Filipino people", Mr Reagan said on

Tuesday that it was "disturbing" that the election had been flawed by reports of fraud and violence. The US was concerned because the Manila Government needed an authentic popular mandate to fight communist insurgency.

The Habib mission is seen as a stalling device while the White House tries to put diplomatic pressure on Mr Marcos. His reluctance to condemn him publicly stems from Mr Reagan's belief that good relations are essential because of the paramount importance of the US bases. Nor does he want to be seen to be undermining an old ally.

The Administration is, however, following the recommendations of Senator Richard Lugar, head of the Congressional observer team, not to accept Mr Marcos's declaration of victory, or to label the election fraudulent, giving him the excuse to discard the result and take over as dictator.

Leading article, page 13



A Roman Catholic nun placing a wooden cross on a barbed wire barricade at the presidential palace in Manila after a march protesting at the Marcos regime.

When goons came for ex-governor

From David Watts, Manila

There were no foreign election observers around when the goons came for Mr Evelio Javier. There were no embassy political officers on hand to see how the "two-party system" really works in the Philippines.

When four masked gunmen opened fire with ArmaLite rifles near the town hall in the provincial capital of Antique, Mr Javier was hit in the right shoulder. He staggered into the lavatory of a small shop and leaned against the door in an attempt to protect himself. The gunmen, "goons" as they are called in the Philippines, fired through the wooden door. Then they forced their way in, still firing, and finished him off.

Mr Javier, Harvard law graduate, admirer of John Kennedy and former governor of the province, had learned his democratic lessons in the United States. He had every reason not to fight the election in Antique this time. He had already sent his wife and two children to safety.

In the 1984 parliamentary elections he escaped an ambush in which some of his relatives were killed. He lost a *prima facie* case for multiple murder against the local KBL (New Society Movement) MP, Mr Arturo Pacifador, and his men had already been fired.

In an attempt to win against one of the top wards of the KBL, a really mad dog... he has already poured a lot of funds and poons into Antique," said Mr Javier in a taped report to Mrs Corazon Aquino's campaign office.

"I suppose there is nobody else who has the motive to have me liquidated except Mr Pacifador. It has even been reported to me that the son of Pacifador, who is a Xerox copy of his father in terrorism, was complaining that it is Javier who is a stumbling block to their political ambitions in Antique."

Today Mrs Aquino will meet Mr Javier's coffin at Manila airport and lead a motorcade through the streets.

White House stresses its neutral role

From Our Own Correspondent, Washington

Insisting that the US is neutral in the Philippines election, President Reagan has refused to condemn the reported fraud and intimidation and said that it was up to the Filipino people to determine who was in power in Manila.

The US would try to continue the relationship regardless of what government was elected, he said on Tuesday.

And he insisted that the importance of American bases there — to the US, to the Western world, and to the Philippines themselves — could not be minimized. The US had to have bases placed so that it could send forces to reopen vital sea lanes if they were blocked by the Russians.

He evaded repeated attempts, at a nationally-televised press conference, to elicit his reaction to the report from a congressional observer team, and said that it would not be proper to comment on the election until the counting was completed.

Mr Reagan said that he was concerned about the

violence and "the appearance of fraud", but that this could have occurred on both sides. He was encouraged by the fact that there was evidently a two-party system and a pluralism that would benefit all Filipinos.

The US, he insisted, was backing the forces of democracy. "The people there are

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the second in a month, with a defence of his "fair and responsible" budget. A recent court ruling outlawing part of his legislation intended to produce a balanced budget would not reduce the obligation to bring the budget under control. Those who declared it DOA - Dead on Arrival - were really calling for a tax increase, which he said would be VOA - Vetoed on Arrival.

He was doing no more than trimming the fat from many Federal domestic programmes, which in any case could be run better and more cheaply by states and local authorities.

Defending his own civil rights record, he said: "Frankly, I was doing things about civil rights before there was such a programme. We must have a colour-blind society."

US budget: Mr Reagan opened his press conference,

Cardinal for UK

Manila (Reuter) - Cardinal Sin, Archbishop of Manila, will pay a three-day visit to London next month, arriving on March 1 after a stop in Rome for meetings at the Vatican. A spokesman said he had been invited by Cardinal Hume.

Mr Gorbachov was trying to avoid it or to obtain concessions on arms control. "That kind of linkage won't work."

Libya: He denied that resumed US naval exercises were intended to make an impression on Colonel Muammar Gaddafi, the Libyan leader, they were simply to keep the Navy "in fighting shape".

Habit: He hoped he could help the interim government to institute democracy, but would not say if the US would increase its aid. It had not given former President Duvalier any strong advice to leave, "and he never asked us for any."

US budget: Mr Reagan opened his press conference,

Fifty held after Paris bomb deaths

By Our Foreign Staff

French anti-terrorist police yesterday detained about 50 people of Middle Eastern origin in connection with recent bomb attacks in Paris in which 21 people died, an Interior Ministry spokesman said.

The spokesman said that they were Iranian, Syrian, Iraqi and Lebanese nationals. They were taken into custody during a co-ordinated dawn operation in Paris and eight other cities by the internal state security police, the DST.

It was hoped that the detentions would help to track down the bombers, the spokesman said, but none of the detainees was specifically suspected of having planted the bombs. Any of them found to be living in France illegally would be expelled, he added.

Security sources said that the swoop was the biggest of its kind in France since Armenian guerrillas killed eight people in a bomb blast at Orly airport in Paris in 1983.

Three bomb attacks hit crowded shops in Paris within 48 hours last week. A fourth device was found and defused in the Eiffel tower.

French police yesterday also released photographs of two men, believed to be Iranian, wanted after they fled from a car stopped by police in Paris on Friday evening. The police found two guns, documents and photographs in the car, which had a West German number-plate.



Home at last: the released Soviet dissident, Mr Anatoly Shcharansky, with his wife Avital on the balcony of her Jerusalem apartment yesterday.

Runcie praises work of Mother Teresa

Delhi (Reuter) - The Archbishop of Canterbury, Dr Robert Runcie, told worshippers in Calcutta yesterday that Christians should be in the forefront of social and economic reform, the Press Trust of India reported.

"Christian poverty does not mean paucity. It does not mean starvation and homelessness. These are not virtues, but evils to be resisted and destroyed," he said in an Ash Wednesday sermon.

The Archbishop, who started a 20-day Indian visit last Sunday, praised the work of Mother Teresa, the Roman Catholic nun who won the Nobel Peace Prize for her work among the destitute and dying.

Dr Runcie said Mother Teresa's practical compassion sprang from the deepest spiritual roots, from a life of disciplined prayer.

The Archbishop arrived in Calcutta with Mother Teresa yesterday for a three-day visit. He was scheduled to visit her home for the destitute dying today.

Dr Runcie also will tour the Christian heartland of southern India.

Two killed in anti-Gemayel bomb blast

From Our Correspondent Beirut

A bomb exploded yesterday near an office of the Phalangist Party of President Amin Gemayel of Lebanon, killing two women and wounding 10 other civilians. The bombing in Christian east Beirut was the fourth attack against Phalangist offices in a month.

It followed less than 24 hours after the Christian Lebanese Forces militia, which is allied with the President, rounded up 64 rival supporters of Elie Hobeika, the militia leader who fled to France.

"They claimed that Hobeika's backers were behind the previous three bombings."

Ivory Coast and Israel restore ties at last

From Ian Murray, Jerusalem

After nearly two months of dithering, Ivory Coast yesterday formally agreed to re-open diplomatic relations with Israel.

The announcement was originally promised at a secret meeting in Geneva in mid-December between Mr Shimon Peres, the Israeli Prime Minister, and President Houphouët-Boigny.

Despite the promises, nothing happened and there had been fears here that the diplomatic breakthrough in black Africa, which Israel has been seeking, would fail.

Along with almost all the black African states, Ivory Coast broke off diplomatic relations with Israel in November, 1973, as a sign of solidarity with Egypt, a fellow member of the Organization of African Unity. Although

Israeli diplomats have worked hard behind the scenes for more than a decade, only six African countries, including Egypt, have since resumed diplomatic relations.

Winning recognition from Ivory Coast is seen as of crucial significance because President Houphouët-Boigny is an established elder statesman, with considerable influence, particularly in Francophone Africa.

There is confident expectation that two other African states, possibly Togo and Gabon or Ghana, will soon follow the Ivory Coast example and start a fashion among other countries to normalize relations with Israel.

Last month Spain for the first time gave diplomatic recognition to Israel

Staff lock up press owner in his offices

From Our Correspondent Paris

M Philippe Hersant, the right-wing newspaper magnate who was yesterday locked in the offices of one of his newspapers, *L'Union de Reims*, by switchboard operators who belong to the communist CGT trade union.

CGT members decided to strike on Tuesday evening, and the newspaper did not appear yesterday.

Mr Hersant and other members of the newspaper's management, including the editor, M Pascal Sellier, had been distributing awards to workers when they were locked in their offices. A CGT spokesman said: "M Hersant does not negotiate, he just imposes conditions," adding that workers were in danger of losing benefits.

Nasa studies effects of cold on shuttle seals

From Mollin AH, Washington

Nasa officials have told the commission investigating the Challenger shuttle explosion that they are studying the effects of cold on critical seals in joints of the booster rockets.

They disclosed this after Mr Richard Feynman, a commission member and Nobel laureate in physics, made a simple test. He held a piece of rubber from the booster seals in iced water. The seal is supposed to remain resilient to keep joints leakproof.

Mr Feynman said there was no resilience at 32 degrees Fahrenheit.

Failure of the seals is believed by some experts to be the cause of the flame from the starboard booster that may have triggered the explosion in which the crew of seven died on January 28. It had been 38 degrees on the launch pad.

Mr Lawrence Mulloy, a Nasa official, said the agency had not concluded that the seal was the cause.

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"They claimed that Hobeika's backers were behind the previous three bombings."

Politician has to go in bribes scandal

New York (Reuter) - Mr Donald Matus, one of New York City's most powerful politicians, resigned yesterday amid a scandal that has rocked the administration of the Mayor, Mr Edward Koch.

The news came after the scandal, involving bribery and corruption in the city's Parking Violations Bureau, had already toppled a number of officials.

In January, he was found with near-fatal wounds and later admitted he had stabbed himself. A partner in a collection agency contracted to the parking bureau then said Mr Matus had extorted \$36,000 (£25,000) from the agency. The district attorney's office said it was still considering charges.

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Dream car inventor steers round Poland's bureaucrats

From Roger Boyes Warsaw

A top-level investigation has been ordered into the case of a neglected Polish inventor whose radical fuel-saving device could revolutionize the motor industry.

For more than 30 years nobody has believed the claims of Mr Alojzy Kowalski, whose private experiments showed that a relatively simple engine adaptor could cut petrol use by 50 per cent.

Bureaucrats have repeatedly blocked the progress of the engineer, but now the Prime Minister, Mr Zbigniew Messner, has put n control team on the case, and

rain on the return journey the car achieved 14 miles (22.8 km) on a litre of fuel.

According to one Western survey, the most economical car in the world is a Nissan, which can cover about 20.5km a litre. But the Nissan is more than 600lb lighter than the Polish-produced Polonez.

The idea came to Mr Kowalski in the 1950s as he stood at a busy Warsaw crossroads and saw the exhaust fume haze. In those days he worked in a driving school and was able to test the prototype, cutting the fuel consumption of an old Opel Kadett by about a third.

He sent documents and

drawings to the patent office, which acknowledged the letter - and then lost it.

Official indifference, the destruction of the original Opel and the closing of the driving school put the project on ice. Instead he worked at a car service plant.

Last year he tried again to interest the authorities in his fuel saver. He installed it in his own car and borrowed petrol from friends - fuel is rationed in Poland - so that he could do a test drive over 25,000 kilometres.

Experts from Warsaw declared that the car would need to be tested by them for about 200 hours and that Mr Kowalski would have to pay

150,000 zloties (£625) - nine months' average wages - for the tests.

That was out of the question. The Ministry of Steel and Mechanical Engineering ordered the main Polonez car factory to test the car, but Mr Kowalski was afraid that the car would be taken away, perhaps be abused, and the invention stolen or dismissed.

However, the environmental protection institute in Torun has tested the engine exhaust. The result is remarkable: the exhaust carbon monoxide is less than 0.1 per cent. The Polish standard allowed is 4.5 per cent.

Exam tragedy

Tokyo (Reuter) - A Japanese schoolboy aged 15, terrified of failing high-school entrance examinations, used the sash of his judo tunic to hang himself at his home in Toyama prefecture.

America deports Nazi Croat

Washington (Reuter)

Andrija Artukovic, accused of killing 700,000 Jews, Serbs and gypsies during the Second World War, was extradited yesterday to Yugoslavia to stand trial on murder charges, the US Justice Department said here.

The departure of Artukovic, Interior Minister for the Nazi puppet state of Croatia, ends a long legal battle involving the Justice Department's Office of Special Investigations and paves the way for his trial in Yugoslavia on multiple murder charges, officials said.

The 86-year-old Artukovic, who suffers from various physical and mental ailments, entered the US in 1948. He had argued that he would be denied a fair trial in Yugoslavia and that he could not be prosecuted because Yugoslavia has a 25-year statute of limitations for capital crimes.

Plane caught in power line

Ontario, California (AP)

A single-engine plane coming in too low at the airport here tangled in 220,000-volt power lines and the two men inside lunged 80ft in the air for four hours until freed.

As Dean Flood, aged 58, and Ed Washburn dangled from seatbelts, rescuers used hydraulic lifts to steady the plane and take up firemen to free the men.

Party sacks top writer

Hong Kong (Reuter)

China has expelled a leading writer from the Communist Party and stripped him of senior posts, a campaign against corruption and "decadent ideas".

The pro-Peking *Ta Kung Pao* said Mr Zhou Erli, aged 72, was dismissed for viewing pornographic films and visiting a shrine to Japanese war dead during a visit to Tokyo last October.

Britannia to rescue again

Cairns, Queensland (AFP)

A seriously ill man was flown ashore here from the royal yacht Britannia after it answered a distress call from a disabled motor launch, the African Queen.

Britannia picked up two men about 330 miles north of Cairns and called a helicopter evacuation for one believed to have a perforated ulcer. Last month Britannia evacuated foreigners during the coup in South Yemen.

Storm deaths

Delhi (AFP)

Eleven people have died in hailstorms lashing the western coastal state of Maharashtra since Friday, the Press Trust of India said.

Panda bonus

Peking (Reuter) - Chinese researchers have discovered that finicky giant pandas will eat imported rye grass. This should increase their chances of avoiding extinction, the *Guangming Daily* reports.

Royalty deal

Hamburg (Reuter)

The American CBS network has bought the world rights to *Royalty*, a West German television series on the British Royal Family, it was announced here.

Drug denial

Nairobi (Reuter) - President Moi of Kenya has denied reports that the Government is putting birth control drugs into free milk supplied to school children to curb the country's high birth rate.

Bodies found

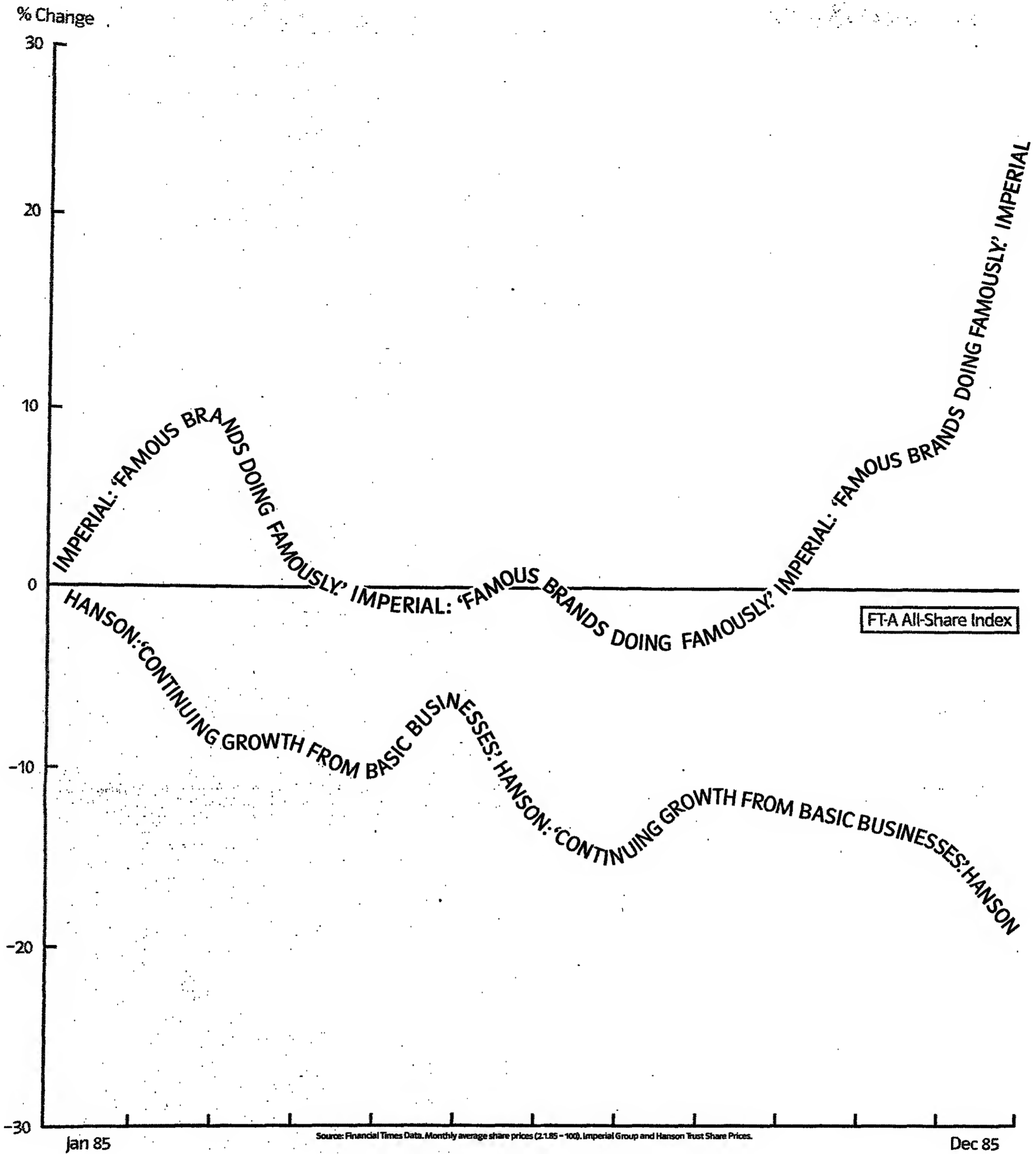
Athens (Reuter)

Helicopters and planes yesterday found the bodies of seven of the nine seamen missing from the Greek cargo ship Unity that sank in a storm south of the Peloponnese on Tuesday night.

Taba talks

Herzliya, Israel (Reuter) - Israel and Egypt resumed talks on arranging arbitration for the border dispute over the Sinai enclave of Taba and on improving bilateral relations.

You may have share price so c the market in 1986. Could it be t realise that Ham successively larg That 77% of in declining indu That the cur



Source: Financial Times Data. Monthly average share prices (2.185 = 100). Imperial Group and Hanson Trust Share Prices.

You may have wondered why Hanson's share price so dramatically underperformed the market in 1985.

Could it be that investors have come to realise that Hanson's growth is dependent on successively larger acquisitions?

That 77% of its companies are operating in declining industries?

That the current trading performance of

most Hanson companies is at best pedestrian?

That Hanson plans to issue another massive amount of convertible to take over Imperial?

That this would result in Hanson convertible accounting for nearly a third of all UK convertible issues?

Or is there something else we don't know?



The sources for the information contained in this advertisement are set out or referred to in the letter from the Chairman, Imperial Group plc to shareholders dated 16th January 1986. The directors of Imperial Group plc (including those who have delegated detailed supervision of this advertisement) have taken all reasonable care to ensure that the facts stated and opinions expressed are fair and accurate. The directors accepted responsibility accordingly.

America reports Nazi Croat

Please caught in power line

Party sacks top writer

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Britain's all-purpose general motor

THE TIMES PROFILE

LAND ROVER

There can't be many car makers who supply customers with a booklet telling them how to turn their vehicles into washing machines. My copy of the "Official Guide to Land Rover Expeditions" is stained with travel. But alongside the laconic Birmingham view that "the danger of snake bite tends to be exaggerated" I can still read a piece of basic Land Rover knowledge which has helped to maintain the standards of civilized living in the furthest flung corners of both hemispheres.

"A convenient way of washing clothes whilst travelling", it says, "is to put them in a waterproof, sealed, container in the back of the vehicle with a suitable amount of water and washing powder".

That advice tells us a lot about Land Rovers. It suggests, for one thing, that they jolt about, which they do. (Although the new, sophisticated coil-sprung models are a bit more cissy in this respect.) It also sums up the mixture of rugged practicality and romantic adventure which has been the special appeal of the Land Rover for nearly 38 years. "It's one of the things that makes you proud to be British", says Land Rover sales manager Tim Ackerley. However, it may not be British for much longer. The giant American firm General Motors is negotiating to take over the Land Rover-Leyland trucks group, which makes the Land Rover.

What is the secret of its long-lasting worldwide success? Much can be traced back to the circumstances of its birth, in the austere post-war era. The Rover company was struggling. Its products were smooth, hulbous saloons smelling of polished walnut and fine leather, favoured by British doctors. They were in demand, but the government refused to allocate steel to any company not pulling its weight in the export markets. The foreign market for Rovers was virtually nil. There wasn't even a worldwide dealer network. The Rover directors knew they either had to make something that could be exported, or go under, like so many other car makers during that period.

History relates that the idea was born on a farm on the Isle of Anglesey that belonged to Maurice Wilks, Rover's technical

chief. His brother, Spencer Wilks, was Rover's managing director. Maurice used an old army surplus jeep to do odd jobs around his farm. "What are you going to do when that wears out?" asked Spencer one weekend. "Buy another", said Maurice. "There isn't anything else". In a flash, so the story goes, they both realized they had their export product. Maurice started laying it out on the drawing board on the Monday morning.

Their eyes were on what is now known as the developing world. They saw a huge market for a simple vehicle that would do most of the things the tractor could do, and yet be capable of behaving much like a car. There was great emphasis on providing "power take-offs", so that people could use them to run their saw benches or pumps, all the things that Maurice used his tractor for at weekends.

Make it quickly and keep it cheap was the order. There was no capital for expensive re-tooling and jiggling. Shortage of funds forced them into decisions which later turned out to have been brilliant strokes of design foresight. The chassis is a case in point. The normal procedure would have been to invest in machines to turn out strong, girder-like steel pressings. But they chose a cheaper way by welding strips of flat sheet steel together to make long box structures. It turned out to be much more rigid than a conventional chassis. It lasted longer, too. While steel was short, there were still supplies of aluminium left over from the war-time aircraft industry. So they used non-rusting aluminium alloy for the bodywork and diverted their extra steel quota to the cars.

The almost accidental result was a vehicle of amazing strength and rigidity which had most of its weight low down, making it safe for turbulent cross country work. It also lasted for years. How long? "We don't know, yet", says Tim Ackerley, producing one of the standard Solihull jokes. "We've only been making them since 1948..."

It was unveiled to huge and unexpected acclaim at a motor show in Holland. It quickly became obvious that it was going



At the summit: the Land Rover, symbol of British initiative but soon, perhaps, to be American-owned

to be more than a utility vehicle for working farmers. Farmers certainly bought it. But so did plumbers, engineers, policemen, the military and he-men everywhere, as well as that gentler section of British society with endurance known as "the county". The Rover company suddenly realized that it had invented a new kind of car.

Once you have owned one, it is difficult to get rid of the bug. Of course, they drink petrol and are full of sharp corners which jab into unwary knees and catch on the pockets of Barbour jackets. The optional extra "de luxe" seats have always been a virtual necessity, and a bit of carpet

helps make them reasonably habitable upfront. Newer models (and Land Rover owners call "newer models" anything up to 10 years old) have a place for a radio, which is a joke. The only music needed is the amiable baritone warbling sound which echoes up through the chassis in top gear on the open road, the Land Rover song.

In the roughest country and the toughest conditions, they inspire comforting feelings of being high and dry and safely at home. Even if the driving compartment does sometimes ship water, it is a simple matter to drive onto a slope, open the lower door, and let it out. If something goes wrong, however remote and

hopeless the situation may appear, there always seems to be someone around who "knows Land Rover".

Our efforts to make democracy stick throughout the Empire may not have been altogether successful. But in the remotest Arab souk or African township there will usually be someone who has received a thorough grounding in the principles of the Solihull cooling system.

Bolited together in Meccano style, they are a joy to play with and maintain. To anyone used to a mass production car plant, the factory at Solihull seems a very strange

1948: On 30 April it makes its first appearance at the Amsterdam Motor Show. Permanent four-wheel drive. Doors optional extra. Price £2450. First deliveries in July. On second thoughts they decided to make doors standard for the same price. In October the first station wagon version was built. Classified as a private car, it attracted purchase tax. Price £2950.

1950: Metal hardtop offered as alternative to canvas roof.

1954: The first long wheelbase (107 inch) version produced.

1956: Another two inches tacked onto both long and short models. A Mr C. Kidson of Wareham in Dorset won his appeal against a fine of £3 for exceeding the 30 mph commercial speed limit in his Land Rover. Lord Chief Justice Goddard ruled that the Land Rover was "a dual purpose vehicle", not subject to goods vehicle speed limits.

1967: The first diesel Land Rover offered.

1968: The launch of the series II, with nestor, rounder styling, £640 for short wheelbase, £730 for long wheelbase.

1969: November saw the 250,000th Land Rover.

1966: April saw the 500,000th Land Rover.

1969: Headlamps moved from radiator to front wings.

1970: Land Rover sprouts luxury cousin, the Range-Rover.

1971: October sees launch of series III Land Rovers with new synchromesh gear-box, smartened-up fascia and new radiator grill.

1976: June sees production of millionth Land Rover.

1978: Reorganization of British Leyland, formation of Land Rover Limited and plan to

BIOGRAPHY



Debut: 1948, price £2450



War work-horse: in the Falklands



County set: going up-market

double production by 1980s with £200 million investment programme.

1976: Launch of V-8 engine Land Rover.

1982: Launch of the "county" station wagon.

1983: Launch of the 110 model, with new coil spring suspension, five-speed gearbox, one-piece windscreen and power steering. Less noise for more power.

1985: Launch of 90 model. All 110 refinements on short wheelbase. Total of 1,365,054 Land Rovers produced at end of year, selling in 120 countries.

are sure of their place at the top. "I feel genuinely disappointed about the Mercedes", says the Land Rover demonstration manager, Roger Crayborne, referring to the German cross country challenger. "Beautifully engineered, but the marketing... such a pity".

There is something strangely British about the whole episode. It's a story that contains more than a hint of brilliant, back-to-the-wall amateurism (although Solihull will not like that word). It will be interesting to see whether such an atmosphere can survive rule from Detroit.

Pearson Phillips
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The flying eye that works miracles

How a dedicated team of surgeons is helping to cure the blind of the Third World

The boy was black, barefooted and completely blind from congenital cataracts. His name was Isaiah and he was five years old. He arrived at the plane with his little sister and their friend, both of them blind, too. In Swaziland, as in the rest of the Third World, it is a tragically commonplace affliction.

The operations took place aboard the stationary plane at the airport and when Isaiah came out of the operating theatre, he sat up in his recovery cot and sang *Jerusalem* and there was not a dry eye in the DC-8. The next morning the doctors took off the patches and for the first time in their short lives, all three children could see.

The story still brings a hint of moisture to Oliver Foot's eyes, yet it is one of thousands he has seen as executive director of Project Orbis. "Miracles" have become his way of life. Yet that is not essentially what the International Flying Eye Hospital is all about.

Its primary purpose is as a teaching machine, a means of educating ophthalmologists around the world in the business of preventing, treating and curing blindness. With more than 42 million blind people in the world and another 500 million who suffer from disabling eye diseases that could lead to blindness, it is scarcely surprising that Orbis is hailed as the "flying white bird carrying miracles" when it arrives in underdeveloped nations.

In the past four years it has held 57 programmes in 36 countries, operated on 4,000 patients and restored sight in varying degrees to almost all of them. But that is a bonus. "The important point is that we have taught 3,500 doctors around the world how to carry out the operations themselves", says Foot, "and the multiplication effect means that there are thousands more who have learned since."

An earnest, likeable 40-year-old former actor, theatrical producer and public relations director, Foot is the son of Lord Caradon, Britain's one-time ambassador to the United Nations, and the nephew of former Labour leader Michael Foot. It was while Oliver Foot was on holiday in Jamaica with his wife and two children at the beginning of 1982 that he bumped into Dr David Paton, the Houston eye surgeon and inspiration

behind Orbis, who was planning the project's maiden trip.

When Foot returned home to New York, he received a call offering him a job as Orbis's director of external affairs. Eighteen months later he was promoted to executive director.

Currently in London on a rare and brief visit, having left Orbis in Iraq on its first mission into a war zone, Foot enthused about the project's overall achievements.

"What is so wonderful is that because we are non-

profits from several politically incompatible African states buried their differences to operate together. In Peru, the President was so impressed by a corneal transplant on a child that he changed the laws to set up an eye bank and allow donor access for all organ transplants.

With a permanent and cosmopolitan crew of 20, including doctors, anaesthetists, nurses and technicians, Orbis relies on the services of the world's leading eye specialists who donate their skills for a week or two at a time.

Although the plane is equipped with the most sophisticated microsurgical equipment, the team adapts its teaching methods to the needs and facilities of the host countries. Local doctors assist visiting specialists and then each other in operations on selected patients, and an elaborate audio-visual unit enables others to watch and ask questions both in a 20-seat classroom and outside the plane.

Entirely non-profit making, Orbis has a \$5 million-a-year budget which is contributed to mainly by international corporations and governments. Even so, Oliver Foot is anxious to increase the funding internationally to help set up permanent land-based institutes. "My dream is to get the 747 dealing with all areas of health, and spend three months in places like India, drawing on the world's best medical educators. People may call Orbis a gimmick — but the thing about it is that it works."



Reaching east: Oliver Foot

Certainly, Orbis has brought about some unique reconciliations. Arab and Jewish doctors and Greek and Turkish Cypriots have worked alongside each other within its neutral perimeters. In Swaziland, ophthalmolo-

gists from several politically incompatible African states buried their differences to operate together. In Peru, the President was so impressed by a corneal transplant on a child that he changed the laws to set up an eye bank and allow donor access for all organ transplants.

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Sally Brompton

CONCISE CROSSWORD (No 874)

ACROSS

8 Furniture vans (13)
9 Gear (3)
10 High hair style (9)
11 Steps (5)
12 Formal charge (7)
13 Fancies (7)
14 Bare (5)
22 Small-lettered (9)
24 Christmas tree (3)
25 US State troops (8,5)

DOWN

1 Games (6)
2 Puzzle (6)
3 Hazard (6)
4 Cuban dancer (6)
5 Italian currency (4)
6 Absorbent (6)
7 Stary (6)
12 Beverage shrub (3)
14 Meet (8)
15 Barley drink (3)
16 Kind (6)
17 Crescent-shaped (6) 18 Provencal sweet (6) 21 Scott (6)
19 Eastern dress (6) 23 Pack away (4)

SOLUTION TO No 873

ACROSS: 1 Depot, 4 Baffle, 7 Slow, 8 Autonomy, 9 Quilting, 13 Mob, 16 Primogeniture, 17 Dan, 19 Entrepot, 24 Abnormal, 25 Bear, 26 Enfold, 27 Cummer.

DOWN: 1 Dusk, 2 Profusion, 3 Trail, 4 Baton, 5 Fund, 6 Limbo, 10 Score, 11 Incept, 12 Guile, 13 Mausoleum, 14 Brew, 15 Sped, 18 Urban, 20 Nomad, 21 Relic, 22 Polo, 23 Wren.

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BOOKS

Sparky founding female feminist

At one of my favourite moments in this diary, fairly early on in 1936, Vera Britain gets drunk on a double White Lady (of course) the Ladies' Carlton. Those who think of Vera Britain as the sanctimonious author of *Testament of Youth* or, even more unfairly, as Shirley Williams's mother, should read this book immediately. It is smart, sharp, very bitchy, and I think shows Vera Britain in a most alluring light.

It is becoming clear as the Vera Britain *opus* builds up inexorably, with recent reprints of her three volumes of memoirs, her collected journalism, two volumes of diaries with another vol. to come, that the diaries reveal her at her best. She was a natural. Her diaries have all the dash, the charm, and the acerbity one misses in her stolid and more reflective prose.

Fiona MacCarthy reviews the diaries of a brave radical pioneer, battling to be a writer in a bad time, and succeeding

CHRONICLE OF FRIENDSHIP
Vera Britain's Diary of the Thirties, 1932-1939
Edited by Alan Bishop
Collins, £12.95

When this volume opens, she is 38. She is living in Chelsea in considerable style. In her household she has four servants; two small children (the accident-prone Shirley being on the verge of walking, with much grazing of the knees; one resident female friend, Winifred Holby, then embarking on *South Riding*, Winifred of the keen mind, kind heart, and size 8 shoes. It is a formidable fantastic set-up. Vera's husband, Gordon Catlin, an academic working in America, comes and goes, a bit on sufferance. On his return visits his wife is apt to grumble that "much nocturnal intercourse" spoils energy for work.

And work was the great thing for Vera Britain's generation. In a sense, she and her friends behaved as if they had discovered it, dashing from one literary luncheon to another, frenziedly reviewing one another's novels, writing each other's obits with an endless girlish energy. She catches the mood marvellously of that female literary mafia o'eruled by Lady Rhonda, editor of *Time and Tide*. This diary

Vera Britain was an early and inspiring example of a woman who tried to have it all ways, seeing "absolutely no real reason why a woman shouldn't have the best of both worlds, as a man has always had." The greatest fascination of this diary lies less in the build-up of the detail of the period, potent as this is; more in the sense it gives of the eternal female conflicts. Particularly poignant is the entry in the diary in which Vera Britain has a sudden bad attack of the Isadora Duncans; that working mother's nightmare of returning home to find one's children drowning in a taxi at the bottom of the Seine.

It was rather touch-and-go, and we soon begin to realize that the Vera Britain ménage could not have worked at all without the ever-willing Winifred. Much, perhaps, a bit too much already, has been written about the exact nature of a relationship that the lunatic left lesbians have done their best to annex. This assumption arises from complete incomprehension of life between the wars in an Oxford women's college. As the diary makes obvious, the mood of this great friendship, but drinks in woolly dressing-gowns, was not at all erotic. It was purest Somerville.

Vera Britain was a very female feminist. Not that she admitted any female no-go areas: her sense of male inferiority was strong. But she saw things and described them in a very female manner, noticing for instance when she went to Nazi Germany in 1936 that German women were no longer wearing make-up: they had all gone "pure". She found this very sinister. Her reporting of the scene, with Hitler shrill-voiced and emotional, has the cogency and quickness of a well-made shopping-list. More than most women of her period, Vera Britain was a part of public life. The great interest of this diary is its intertwining of important political preoccupations with small domestic ones: tradi-



tional male topics, and the female trivialities of manicures and hair-dos and the plucking of eyebrows. This balance gives both sides of things particular immediacy; and one feels for Vera Britain, in her gold-lacquered silk tunic dress, about to address the citizens of Middlesbrough on "Changes in Manners and Morals", when the news of the Abdication comes through, and she is overcome with a

huge weariness. She, like Edward VIII, belonged to a generation that had seen almost more history than any generation could bear. Vera Britain kept a diary only intermittently. As Alan Bishop observes in his admirable introduction to this volume, she used her diaries more or less to chronicle catastrophe. Her diary of the First World War records two major tragedies: the death of her first love, the shining,

solemn Roland Leighton; and then the brother Edward, to whom she was devoted. There were two disasters also in this diary of the Thirties: her father's suicide; and then the early death of Winifred. Strange parallels of loss and the disruption of friendship that have, in both diaries, stimulated her best writing. The long account of Winifred's appalling passing is by any standards a five-star death-bed scene.

The Typical New York Jewish Boy

FICTION

John Nicholson

WORLD'S FAIR

By E.L. Doctorow

Michael Joseph, £9.95

STAIRCASE C

By Elvire Murrail

Century, £8.95

A STATE OF INDEPENDENCE

By Caryl Phillips

Faber, £8.95

REDHILL ROCOCO

By Shena Mackay

Heinemann, £9.95

Here's a rare treat! A quartet of new novels, with nothing in common but quality. What better way to banish the February blues? Pride of place must be given to a modern master, in cracking form, playing on a wicket that might have been made for him. After *Ragtime* and *Loon Lake*, few should carp at this description of E.L. Doctorow. The theme of *World's Fair* - small boy growing up in not particularly prosperous Jewish family in the Bronx during the Depression - is hardly original. Nor would a brief description of the central figures - charming but feckless father, socially ambitious, much put-upon mother, adored elder brother, eccentric granny, and assorted snooty relatives, Pinky the dog, etc. - provide grounds for supposing that much imagination has been expended on the novel that houses them.

Many things make a mockery of this judgement. First up is Doctorow's ability to describe the past without succumbing to the dead hand of historicism. The most American - and least Jewish - of Jewish American novelists, he writes about childhood affectionately, but without affectation. Then there's the fact that his terse prose style is peculiarly well-suited to the unsentimental, even callous, world-view of the streetwise nine-year-old. Edgar Altschuler aspires to be the Typical American Boy. He is kind; appreciates the value of a dollar; and does not waste time day-dreaming when he is doing his home-work (we owe this definition of the TAB to Edgar himself). Edgar roots for the Dodgers, helps out at his father's music store on Times Square, and befriends his classmate Meg, despite parental reservations about her mother Norma, a ten-cent-a-dance girl turned "receptionist" at the 1939 New York World's Fair (her job is actually to wrestle in a tank with Oscar the Amorous Octopus).

Altschuler Senior's business goes bust. So does Edgar's appendix, almost fatally. But such dramas are introduced quite casually. Doctorow's objective is to show us a child developing, through his own eyes and the perceptions of those closest to him. There are half a dozen narrative voices, often providing alternative views of the same event. The result is a bewitching insight into the young protagonist, as well as a story of power and charm. Elvire Murrail offers us a picture of life in contemporary New York, slyly but not without charm. Miss

Murrail is a young, Cambridge-educated Frenchwoman, whose first novel has enjoyed great success the other side of the Channel. *Staircase C* is situated in a Greenwich Village apartment block, the inhabitants of which - art critics, fashion designers, and other such riffraff - live in a world closer to Henry Murgers' *Scènes de la vie Bohème* than to Henry James's *Washington Square*. Sexual ambiguity is the order of the day (Miss Murrail is reticent about the nights) and some of the chatter may be a little well, French (equals intellectual) for English taste. So too the hero, self-styled cynic, misanthrope, and misogynist, Foster Tuncurry. But there is feeling beneath the brittle, wordy crust; and some clever writing.

By contrast, Caryl Phillips's second novel aims for simplicity of style and content. *A State of Independence* describes Bertram Francis's return to his Caribbean birthplace, twenty years after leaving on a scholarship for England, and just days before it is to be formally released from the colonial yoke. It is a bitter homecoming. An old flame is willing to be rekindled, but neither family nor childhood friends prove willing to co-operate in Bertram's dream of returning to his roots.

The heroine of Shena Mackay's first novel is no better adjusted to her surroundings. Mother of four, husband temporarily a guest of Her Majesty, Pearl Slattery is hardly your typical Surrey housewife. The local Church task force is after the souls of her teenage children. Vicar's son Luke Ribbons's pursuit of Pearl is no less assiduous, though not so effective. Miss Mackay is a gifted writer with a real talent for representing the joys and irritations of adolescence. In *Redhill Rococo* she often teeters on the brink of whimsy, but never quite loses her footing.

Death in darkest outback

Linda Christmas

EVIL ANGELS
By John Bryson
Viking, £12.95

Lindy Chamberlain, the mother in the much publicized "Dingo baby case", was released from gaol in Darwin last week. Officially this was because new evidence had been found (a missing baby jacket), but it is possible that her release could also be linked with *Evil Angels*, which was published in Australia last November. There have been a handful of instant books about the case; but this is the first serious study. Anybody reading it is left with a deep sense of unease about her sentence.

The story began in August 1980 when the Chamberlain family went on a camping holiday to Ayers Rock in Central Australia. One night their two-month-old daughter, Azaria, disappeared. Lin-

dy Chamberlain claimed that her daughter had been taken from the family's tent by a dingo. The coroner accepted her version of events; and there the story might have ended. But the world's newspapers clung to the story in their front pages, in search of sales rather than justice. It was to be only the beginning.

In time the coroner's verdict was overturned. Lindy Chamberlain was brought to trial, and found guilty of murder. All avenues of appeal were exhausted; and she seemed set to serve a life sentence.

Bryson, a lawyer turned writer, does not merely turn

over a ton of evidence for and against the accusation of murder. *Evil Angels* is an impressive literary documentary. It is written as fiction, in the style of Truman Capote's *In Cold Blood* and Evelyn Williams's *Beyond Belief*; scenes are reconstructed; dialogue is imposed; and inner thoughts are revealed. This technique is at times unnerving, and at times irritating; but it sustains the reader through a painstaking and obsessively detailed account.

What stays with me, apart from uneasiness about the fate of Lindy Chamberlain, is that the trial, proceeding without a body, a weapon, or a motive, turned into an unwholesome battle between forensic scientists. Britain's James Cameron is at the centre of this, since it was he who first produced evidence that the baby clothes found were damaged by human hand rather than by an animal.

Cameron's evidence is shredded by this new book. *Evil Angels* dismisses his account as full of errors. We have not heard the last of the events that took place on that August night in 1980.

Bright new panes broken

POETRY

Robert Nye

primary level with a young girl's fantasy about the boy who delivers her daily newspaper, is just as good:

His body is brown, breaking through waves. Such white teeth. Beneath the water he searches for the perfect shell. He does not know that, as he posts The Mirror through the door, he is

equal with dolphins. I shall name him Pablo, because I can.

I wish I had room to quote the rest of the poem. If only to show how effortlessly Duffy maintains the metaphor, while contriving to imply quite a lot about the nature of erotic fantasy and the power of the poetic imagination, rounding off the whole thing with a nice joke: *Tomorrow I shall deal with the dustman.*

Let this one poem stand here as an introduction to a book that marks the debut of a genuine and original poet.

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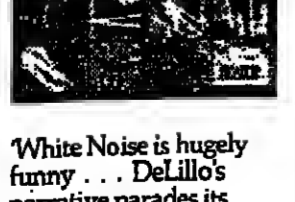
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The Times

'Winner of the US National Book Award last November, DeLillo's novel achieves an amazing, sometimes macabre comedy in its extraordinary language and weird domestic detail'
Daily Mail

Its dialogue is splendidly funny and its domestic observation wickedly precise'
The Sunday Times

'His prose is as coolly observant of concrete detail, as obsessed with intellectual balance... whether the matter to hand is a technique for administering drugs or the arrival of students in an endless line of station wagons full of commodities'
Times Literary Supplement

'White Noise is funny, profound, original, beautifully written...'
Time Out

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PICADOR

It happens that I recently had to edit an anthology of contemporary verse, and these lines of Duffy's, beginning a poem entitled "Dear Norman", were the first of lines that I ever read, leaping out by reason of their unmistakable poetic quality from a mass of otherwise dreary unsolicited manuscripts. The second stanza of this poem, concerned at the

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THE TIMES DIARY

Botha's emissary?

After my report yesterday that Nelson Mandela might soon be released from prison and flown to London, I now hear a plausible explanation for the surprise resignation last week of Frederik van Zyl Slabbert as leader of South Africa's opposition Progressive Federal Party. My source in South Africa tells me there are strong rumours that he is to act as an intermediary between President Botha's government and the ANC in an effort to get negotiations started. Yesterday Winnie Mandela would not be drawn on my report that her husband could be bound for Britain, although she confirmed - contrary to official government statements - that she was expecting his imminent release. Sources in London point out that the ANC president, Oliver Tambo, has a house in Highgate where he would be very much at home. I must ask the milkman if he has been asked to leave an extra pint.

Short and sour

Ivan Lawrence, Tory MP for Burton, seems over-anxious to live down his Guinness Book of Records entry for the longest speech in Parliament this century (a 4½-hour oration on fluoridization). Last Saturday he found himself at a constituency rowing club dinner. At 11.30 pm, after sitting through four speeches, he was finally called upon by the toastmaster to give his address. "My address is Grove Farm, Drakelow, Burton-on-Trent, where I propose immediately to return," thundered Lawrence - and sat down.

The English Speaking Union of Chester was saved from embarrassment at its annual dinner by a proffender who spotted that the menu said the loyal toast to the Queen would be proposed by Derek Hatton. Chairman Derek Harris would not have been pleased.

Lumping it

The freelance reporter threatening to sue for wrongful arrest is not the only journalist who claims to have been assaulted by police during the Handsworth riots. BBC local radio reporter Frank Stewart tells me he nursed for weeks a large lump inflicted by charging copper who ignored his press card. Not that you would have received that impression from the report of the BBC magazine, *Ariel*. There Stewart is listed "hurt" under the unambiguous headline "Targets of the rioters' violence." "We weren't trying to apportion blame," a BBC spokesman said.



'Farces? They'll have problems competing with the show down the road.'

Peppery kidney

So eager is the junior health minister, Ray Whitney, to make his kidney-donor campaign go with a swing that he is privately nagging soap opera producers to transplant kidneys into their plots. *Crossroads* replied that it had a transplant cliffhanger a couple of years ago. "Like the adultery and rape episodes recently, to repeat the ideas would be to over-pepper the soup," said script editor Kate Henderson.

Contemp

Tam Dalyell, Labour's 53-year-old gadfly, missed the Channel Tunnel debate in the Commons on Monday because of a football injury. The previous day, while playing for the Scottish MPs five-a-side team during the Scottish Labour Party Festival, he was sent sprawling by a Sogat forward. "I'm told I keeled over like the Belgians," Dalyell says.

Off limits

Only months after the transmission of 'Queens', the documentary series that revealed all his bad, fewer misconceptions about life at Cambridge University than we thought, St Peter's College, Oxford, yesterday banned BBC 2 cameras from its gates. The governing body turned down a request from a boisterous teenage pop show, *No Limits*, to film rehearsals of a student production of the musical *Grease* because of fears that it "could confirm the poor image that universities and students currently have." The Master, Gerald Aylmer, confided that his wife had taken the precaution of watching the last edition of *No Limits*.

PHS

Borrow more - and cut taxes

by Graham Mather

Today's Cabinet meeting to discuss the shape of the 1986 Budget will be looking at a much brighter prospect than seemed possible only weeks ago.

Market nerves over falling oil prices have eased without Treasury resort to a steep rise in interest rates or a major commitment of reserves to steady sterling. The annual attack of pre-Budget jitters is proving far less dramatic than last year.

Neither business nor public opinion seems strongly opposed to a modest increase in oil taxation to recoup from the oil companies part of the revenue lost to the Treasury from lower oil prices. This could give the Chancellor scope to improve on his worst-case scenario, a Budget confined to improvements in tax thresholds.

But to secure a package likely to have any significant economic impact, and to send positive signals to domestic and international investors and markets, the Chancellor must overcome a further problem: the level of the public sector borrowing requirement. The Chancellor's long-standing preoccupation with squeezing down the PSBR looks increasingly irrelevant to the contemporary needs of the real economy.

At first sight the obstacles to a higher PSBR to aid tax cuts look formidable. It has acquired a role

as a symbol of fiscal rectitude, all the more significant as monetary indicators such as M3 have been downgraded.

In 1985 a dramatic cut in the PSBR from its 1984-5 level of £10.5 billion to a £7 billion target for 1985-6 helped to calm markets frightened that the medium-term financial strategy was on its way out.

Today the scene looks different. As a proportion of gross domestic product the PSBR is lower this year than at any time since 1979. There are few signs that inflation levels are unduly sensitive to changes in the PSBR: increasing it in 1984 to bear the cost of the miners' strike was not accompanied by dramatic inflationary consequences.

Although increased public borrowing means a higher annual cost of servicing national debt, the PSBR is only a secondary indicator of economic health. It can obscure real policy objectives such as the level of tax as a proportion of GDP, which rose from 33 per cent in 1979 to 38.6 per cent in 1984, and government spending itself, which has risen in real terms up to the present financial year.

More relevant is an assessment

of PSBR against the net worth of the public sector: the value of public-sector physical and financial assets, deducting existing debt and other liabilities. Against this yardstick, stockbrokers Phillips & Drew have calculated that a PSBR of well over £9 billion in 1986-7 could be acceptable, compared with the current target of £7.5 billion.

A higher PSBR to fund tax cuts is wholly different in its economic effect from an increase to fund public-sector current spending. Using the PSBR to cut taxes on capital ownership, such as stamp duty on share transactions, which could be halved at a first-year cost of less than £150 million, or capital transfer tax, which could be abolished for £300 million first-year costs, could satisfy some of the strictest low-PSBR theorists.

Abandoning the crutch of an artificially tight PSBR would have policy benefits. The Chancellor would need to be more explicit about his medium-term tax strategy and the public spending levels it could finance. The benefit would be immediate: financial and equity markets firm when tax cuts are in prospect and weaken against fears of overspending.

Moving away from excessive

reliance on the PSBR would necessitate clearer Treasury guidance about its approach to the interpretation of money supply measures. Increased market confidence would be the result.

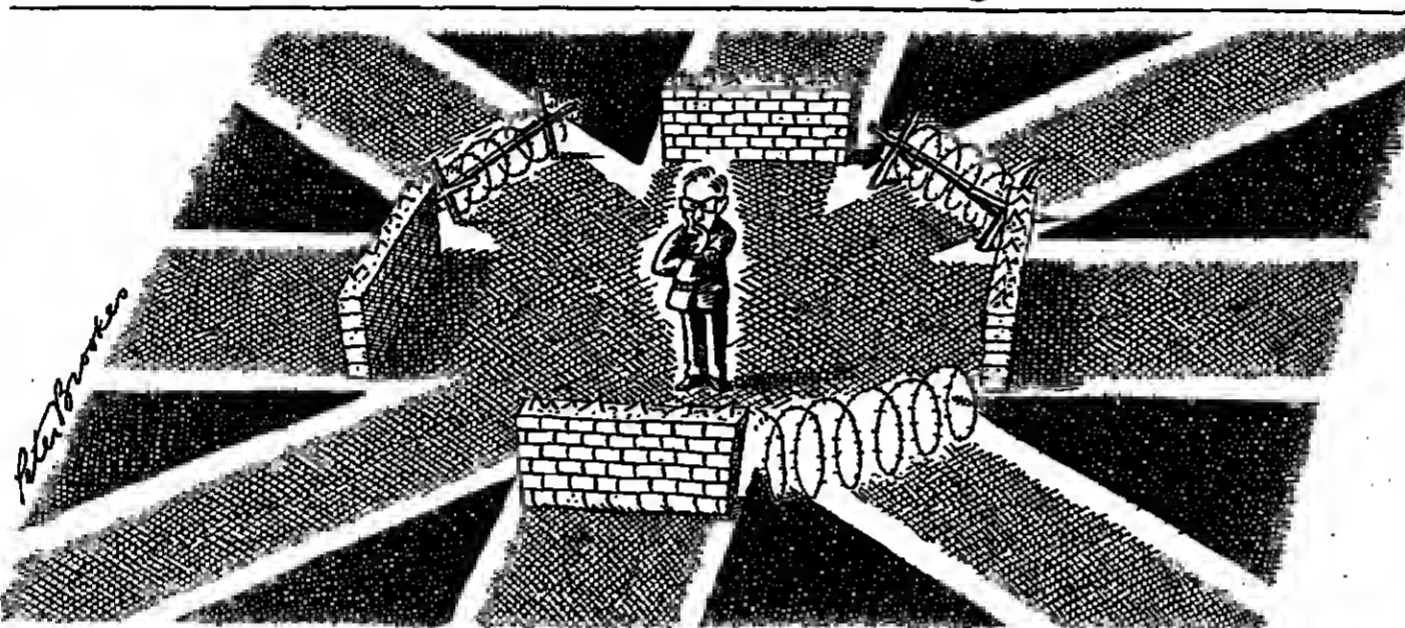
Business opinion surveys consistently show significant improvements twice a year after the Budget in March and after the financial statement in November. The reason is straightforward: businessmen feel they know where the economy is going. But the effect soon wears off. Leaving behind excessive concern about the PSBR would strengthen the Chancellor's incentive to be more active in explaining economic objectives month by month, as Sir Geoffrey Howe did.

The choice is clear. If the PSBR rises from the £7.5 billion target, a package of significant tax cuts for the low-paid, plus a lower basic rate, plus measures to widen share ownership all become possible. They would have a real impact, strengthening market confidence and investment intentions, boosting customer demand and easing pressure on pay. Without the PSBR rise, all of these become problematical.

In 1986 it looks as though holding down the PSBR would be Nigel Lawson's real gamble.

The author is head of the policy unit, Institute of Directors.

George Brock asks what options are left for the government in Ulster



Is there any escape route for Tom King?

With a political imbroglio absorbing most of its energy at Westminster, the government has been quiet on a number of looming problems - among them Northern Ireland. At the same time there is an uncomfortable feeling abroad that the brewing discontent over the Hillsborough agreement among the province's majority Protestant population may land the government in an ugly mess before the year is out. And this is not a government that is looking for more trouble than it already has.

This may in part explain why the recent Ulster by-election results have been greeted by an anti-climactic silence back in London, particularly from the Northern Ireland Office. Its minister, Tom King, now faces a key sequence of decisions in the next few months. In many ways they will be harder to make than those arising from the "tough" crisis management likely to be needed in the face of further anti-agreement protests.

The present quiet is also partly explained by the fact that chaos reigns inside and between the two Unionist parties over the tactics they should adopt to build on their by-election vote. The initiative now passes to the two governments which signed the agreement and to its main beneficiary, the predominantly Catholic Social Democratic and Labour Party (SDLP).

The British government sees a duty to develop the agreement in ways that will help protect it against Unionist boycott. So far, Tom King has not been able to make the SDLP see the next moves his way.

The British government's fanfare for the agreement stressed that it is a framework for a two-track strategy. Enhanced cooperation and dialogue with the Republic, so the theory runs, goes hand in hand with an internal government in the north, shared in some fashion between the two communities. King's predecessors have often had the politicians of one community lined up to participate, while the other refused to play. But King has difficulties persuading either community even to consider schemes for devolved government.

King's agenda therefore comes down to two questions. Even if

the SDLP can be tempted into a scheme, how can any Protestant politician come anywhere near it while the Hillsborough agreement exists, without mortal risk to his career? And if these well-meant hopes for power-sharing go the way of previous ones, what is left?

The Hillsborough agreement lacks any leverage that could be used to nudge nationalists towards power-sharing arrangements. The SDLP's leader, John Hume, is therefore in no hurry to make specific and practical his promise (delivered during the Commons debate on Hillsborough) to talk to anyone, anywhere, any time about devolved government. He gives every impression of a man who believes that the Unionists are not going to be worth talking to until they have been through the psychological trauma of taking on Mrs Thatcher and losing.

The only form of counter-pressure available to King is the threat to make the Hillsborough agreement suffer a form of brain death: it would be technically alive and in force, but otherwise completely inert. This would be a sharp blow to the SDLP's credibility, liable to make its electoral gains against Provisional Sinn Féin very short-lived. Hume has staked the revival of his party's fortunes at the polls on the agreement not only being signed but delivering visible improvements for the Catholic minority.

Before Hillsborough was signed, Hume was asked to declare his position on power-sharing. He apparently said that he would take part in an executive, accountable to an elected assembly, in which the seats were allocated in proportion to electoral strength. The assembly would have to start afresh and not be adapted from the

existing one, which has only ever been attended by Unionists and the centrist Alliance Party.

In the past this might have provided a starting-point, but to qualify even as that, this time around, it would have to be made out loud. Hume has been silent on details so far.

There exist one or two other straws at which King can clutch: the "Catherwood" proposals, for example, which appear to show that Unionists are ready to consider an experimental power-sharing scheme.

But the real obstacle is Unionist non-cooperation. When real choices are put before them, most Unionists seem to opt for either continued direct rule or full integration with the United Kingdom. Even the opinion polls - which consistently over-estimate bipartisan support for power-sharing - can find few Unionists ready to contemplate it alongside an existing Hillsborough agreement. The logic of this is that they will not offer anything in response to Hillsborough except static opposition, which might later be accompanied by violence directed at London or Dublin by paramilitaries.

If this turns out to be the shape of the rest of this year, King's options are limited. He can soldier on with direct rule, enhanced by an agreement with Dublin which is in the lowest possible key and used as far as possible as a conduit for the profitable exchange of security information. No further power-sharing pipedreams that might upset people would be floated in the sensitive period before the next election.

The second is to extend the logic that brought the government into real negotiation with the Dublin government in the

first place. Unionists have portrayed Hillsborough as the shocking transformation of a government which they had previously thought benevolent. But London had despaired of Unionism's bleak and negative response to anything and everything and in 1980 had begun a fitful dialogue with Dublin. In the absence of any constructive Unionist response now, Dublin would no doubt argue that the way to make further inroads into the discreet support which the Provisional IRA enjoys inside the Catholic population would be to build up the role of the intergovernmental conference. The more influential, or even executive, it is seen to be, the argument would run, the more nationalist aspiration will be satisfied and the more the attraction of violence will be diminished.

It is just possible to see Mrs Thatcher accepting this logic during a third term, but it seems inconceivable before 1988. Unionist politicians somehow convinced themselves that they had an ally in Downing Street, ignoring the fact that Mrs Thatcher is contemptuous of the way in which Unionists governed the province in the past. But while that antipathy may be enough to stiffen her against the cries of betrayal, it is not the same as saying that she has been converted to nationalism. Nor has she ever been converted to the cause of a sustained interest in Ireland: her interventions have been spasmodic and her attention has now been switched back to concerns closer to home.

The presentation of the Hillsborough agreement south of the Irish border has always assumed that it presents a straight choice between a fully-fledged "evolving" agreement or none at all.

This neglects the overwhelming priority that this government is now giving to the quiet life and the fact that there is a third possibility - the most neutral interpretation of the agreement that can be managed. "It is," Mrs Thatcher said in an interview with a Belfast paper, "an inter-governmental agreement to formalize some of the discussions that used to take place."

Tomorrow: the debates inside Unionism

Right out of line

Philip Howard: new words for old

wrong end of the rifle in firing lines. In recent weeks *The Times* has put, among others, Militant Tendency, judges, and the Royal Ulster Constabulary in the firing line, when it is clear from the context that we mean that they are being shot at rather than doing the shooting. This is the exact opposite of what firing line originally meant.

In the days when British troops marched through bush or waded in scarlet and surtans they deployed into firing line for fire-lining at the enemy. The Boers finally persuaded our generals that this stately parade-ground manoeuvre was not practical.

The use of firing line for those who were doing the firing persisted for as long as civilians were liable to be called up to do their bit of biffing. For example, Robert Wilkie, joiner, of Campbelltown, Argyll, formerly private, the Parachute Regiment, will tell anybody who cares to listen, again and again, about the night he came under heavy small-arms fire in Tunisia in 1943, although, in his own words, he was "not in the firing line."

Here are some earlier examples of the old military firing line. *The Daily Telegraph*, 1881: "General Stewart was obliged to put every

Ronald Butt

Tories, their own worst enemy

Westminster Conservatives have embarked on a course of self-destruction in a manner characteristic of their party in certain moods of insecurity. Tory conversation concentrates either on Mrs Thatcher's survival as prime minister to fight the next election or the dangerous colleagues who damage the party by raising doubts about it.

There are also signs of jockeying for position by those who begin to write Mrs Thatcher off. From Michael Heseltine and Peter Walker, that was predictable. But what is one to make of John Biffen, the Leader of the Commons, who, asked if Mrs Thatcher would lead the party at the next election, entered the following masterpiece of ambivalence: "Well, I would have thought that as I would now analyse the situation the answer would be yes."

The explanation of Biffen's tortuous caution cannot be a wish to dissociate himself from Mrs Thatcher out of personal ambition. That would be counter-productive. The reason can only be that, characteristically, he has caught and reflects the mood of self-torturing doubt in the party about Mrs Thatcher. So what is the real basis of that doubt?

It is not about policy. The Tories are not like Labour, which is always riven by the huge gulf between those who want a really socialist Britain and those including its leaders, who understand that the British public would never vote for this wittingly, and who in their own minds recognize that the logic of socialism sits uneasily with freedom anyway.

No such deep issues divide the Tories. Virtually all the party recognizes the achievements of Mrs Thatcher's government, which has done more than any other since the war to redress the balance of society towards the individual and against the state. Some criticize its handling of local government but there is no quarrel with the main direction of policy for bringing down inflation, reforming trade union law and privatization.

Some Tories, the risk of inflation notwithstanding, have wanted the government to spend more in the hope of bringing down unemployment and winning the next election. But nobody questioned Mrs Thatcher's position before Westland. So what is her offence?

When Mr Heseltine stalked out of the Cabinet, it was largely on the grounds that Mrs Thatcher had committed a constitutional outrage by refusing proper Cabinet discussion of his Westland case and by instigating the Cabinet's requirement that his statements must be cleared by the Cabinet office to ensure collective responsibility. But no more has been heard of that argument and Heseltine himself

has declared the political question closed. One new facet of the case after another has since been taken up in the hope of discrediting the Prime Minister, and Leon Brittan has resigned for authorizing the leak of the Solicitor-General's letter. But the evidence from all the testimonies is that the Prime Minister was not involved personally, even if her officials assumed she would not disapprove.

The real case against her is twofold. First, she failed to tell Heseltine soon enough to stop the public row or go, and has proved a clumsy manager of colleagues. Secondly, as public attention focused on the morass of trivial errors committed by the government in dealing with Heseltine's extraordinary tactics, Mrs Thatcher failed to be frank about the facts quickly enough and had to have them dragged from her, creating suspicion. Since the Tories try to live by faith in their leaders' infallibility, they are now scared. Has all the truth been told? Does the party need a new leader? Should it have a softer image to beat off the challenge of the Alliance for the middle ground?

They should recognize that if Mrs Thatcher could be obliged to go now, the circumstances would imply a depth of criticism of the Prime Minister which would cost the party the credit earned by her achievements. A new leader, instead of being able to build on the past, would seem like a repudiation of it.

And who would that leader be? A Thatcher critic or a Thatcher believer? Faced with that question the party would tear itself apart. Why then torment themselves, and unsettle their voters, by toying with the impossible? The need now is to restore the public's lost confidence in the government's integrity by demonstrating their own.

As for the less aggressive posture which Biffen advocates, if the Tories are to beat off the Alliance they will not do it by sounding like the Alliance. If the voters want something like the Alliance they will vote for the Alliance. No government has yet saved itself by stealing Opposition clothes; that is simply to act as a pathfinder for an enemy who will do the same job more wholeheartedly.

What is necessary is to probe the reality of Alliance and Labour policies as sharply (though not with cheap abuse) as possible. If the Tories are to survive it will be by being themselves. Yes, the Cabinet needs to be more of a team, and Mrs Thatcher must improve her handling of it. Yes, the Tories need a new beginning but if they continue with their present demeanour it will be the beginning of their end. It is their fear of losing power that is most likely to bring it loss.

moreover... Miles Kington

Jam with a hint of kosher

A trend in the making, or a musical mirage? I honestly don't know, but here are the few facts I have about klezmer music.

Two months ago the *Herald Tribune's* jazz writer, Mike Zwerin, published a slightly bemused interview with the Klezmerim, a band of young Americans who play a nearly forgotten Jewish folk music.

Once widely popular in all those parts of Eastern Europe where they spoke Yiddish (Odessa was the New Orleans of Russia), they claimed early this century but after the 1920s began to fade and almost died out.

The leader of the group described this klezmer music, enticingly, as a sort of missing link between early jazz, Kurt Weill, Prokofiev and Betty Boop soundtracks. Having searched out a few surviving veterans of the music, and done months of painstaking research, they felt in a position to recreate the music and put it back on record.

I had never heard of this beguiling music, and nor had any of my Jewish friends with the single exception of Peter, who obligingly played me an ancient klezmer record down the telephone. It sounded, not very encouragingly, like gypsy music interpreted by Mambovani.

I did the rounds of all the specialist shops in London, from folk to showbiz; none had heard of the records either, until almost as a last throw I went to the folk department of Dobell's Jazz Record Shop in Tower Street. The man there is a walking discography.

"Oh yes, Klezmerim records we can get for you," he said. "They have two LPs out on the Arhoolie label, which is early, authentic Yiddish stuff, and two later LPs on the Flying Fish label. They've become a bit more jazz-oriented on these last two. Take your pick."

I picked the last two and took them home. Missing link between Prokofiev and early jazz? Well, the line-up is certainly like an early jazz group (two brass, two reeds, tuba and percussion) but the music struck me at first hearing as a cross between circus music, silent film accompaniment and a gypsy brass band.

As my ears became accustomed to it, I also began to hear curious, non-western scales, moods which varied from wild jollity to a keening melancholy and a spirit which certainly could be called jazz-like, although their one attempt at a genuine jazz number, Ellington's *The Mooch*, is dull and clipped.

The more I listen to it, the more I like it. The pedantry implied by all that research is nowhere to be heard in their playing, which is wonderfully spirited. Even the titles of the tunes convey the familiar yet exotic flavour: *Yiddisher Charleston*, *Krainweis Steps Out*, *Stambul*, *Bucharest*, *A Wild Night in Odessa* and *The Tuba Doina* - this last a haunting slow tuba solo backed only by tremolos on the xylophone. (Mark you, I'm not quite sure it all justifies the advertising prose on their latest LP, *Metropolis*.)

"They lived like gypsies and played like demons. You could find them stirring dancers to frenzy at a week-long village wedding, marching in brass-banded splendour with the Tsar's military band, entertaining aristocrats at a Viennese spa, or jamming at a waterfront tavern in the Moldavia. The thieves' quarter of Odessa. They were called klezmerim and they had staid all their own full of unorthodox tonalities and crazy interlocking rhythms - the rollicking, vodka-soaked sound of a steam calliope gone mad."

No music could live up to that sort of build-up, but the Klezmerim do their powerful best and, yes, they do echo Kurt Weill, and gypsy music, and jazz players like Ziggy Elman. Consider me hooked.

"By the way," said the man at Dobell's, "our contacts in New York tell us the next trend could be tango music. Remember, you heard it here first."

Although not quite ready for a tango boom yet, I did go away with a copy of a new Harlequin LP entitled *Jazz and Hot Dance in Argentina 1915-1950: Volume III*. How could I resist a record featuring bands like Ahmed Ratip Sus Cotton Pickers de Buenos Aires? On this evidence Buenos Aires is certainly the Odessa of Argentina.



1 Pennington Street, London E1. Telephone 01 481 4100

OVER THE HORIZON

The battle for the control of Westland is over. The political fall-out is settling. We are now facing the aftermath.

It is a muddled and a muddled picture. The squabbles at the surface of the Conservative Party have been as unattractive as any subterranean misunderstanding in Whitehall.

In the meantime the shadow-hoaxing and the skirmishing have quickly acquired their own political reality. For commentators and cabinet ministers the game is over the thing.

The national leadership is not yet up to be grabbed. The strutting combatants can show only their backs, not their faces.

In the years to come there can either be a strengthening of the opportunities of the individual that Mrs Thatcher has pioneered, the further rolling back of the state, the increasing of the demands upon personal responsibility, or there can be the opposite - more state intervention, the sapping of individual will, the easy conditions of corrosive national decline.

The next phase of Thatcherism will be at least as tough as its predecessors. We do not think that the British people will reject it for that. It will have to be ready to survive after its architect has left the political scene.

But before any of these prospects can be achieved, Mrs Thatcher and her supporters must separate themselves from the melee. With every trading of coded criticism or banal insult, a vital distinction is blurred. Under Mrs Thatcher's premiership the centre ground of politics has shifted. The miners' leaders were not allowed to take the scalp of a second Tory Prime Minister; the unions were given back to their members; a popular war was won in the South Atlantic that others would not have dared to fight.

The engine was stripped down. It is now clear to politicians of almost every shade and hue - Mr Kinnoch, Mr Hattersley, Dr Owen, Mrs Williams, Mr Heseltine, Mr Walker - that the creation of

wealth is not an automatic process, that the politician cannot sit in the driving seat like some absent-minded debutante, press the accelerator and expect to proceed smoothly and for ever.

While workers' living standards have been rising, inflation is now understood for the cruel and unfair tax on ordinary people's savings that it is. Even those who have not willed these changes, indeed who have opposed them at every turn, are happy to stand on the new ground.

What would not survive, however, is the best chance that Britain has to equip itself for the future. For while Mr Heseltine and Mr Walker are happy to accept that Britain's economy is no perpetual motion machine, they are no less convinced that if a better driver (ie one of them) were to be sitting behind the wheel, that if there were greater resources of state power with which to press the accelerator, the path of perfect progress would be clear.

They accept that past enthusiasts for big government have made big mistakes. They are grateful that some of the worst of those errors, the most grotesque union privileges, the most absurd nationalised industry losses, have been done away with. They believe, however, that such mistakes would not occur again if the old corporatist ways were re-adopted.

Mrs Thatcher's model of society, on the other hand, is quite different. It is one in which a large number of individual decisions are governed by the forces of the market place and set in motion by the free choices of people who have a stake in the wealth of the nation.

Such a model is sometimes hard to apply to day-to-day political decisions. It is much easier to pull levers of power than to educate. Education takes longer. It brings more set-backs. It puts an enormous emphasis on tone and style. Mistakes have been made. Mrs Thatcher often seemed to disparage almost every act of the state instead of just those that are inefficient or unnecessary. For long periods the message that what the state had to do it had to do well was lost.

But the Prime Minister has at least learnt from those mistakes. Her opportunity to continue the process of education, to refine it, to increase its range and its subtlety is unique. During the Westland debacle she has suffered some of the problems of an ageing administration. In the aftermath she must learn to use its strengths. She does not need to join those obsessed with short-term political advantage. She can direct her thoughts over the horizon.

In the first two terms the

great campaigns of privatisation achieved only a part of their potential benefits. A massive extension of home ownership and share ownership has been achieved. But the chance to make every new owner of his house or his BT shares into an enthusiast for capitalism has been neglected.

Every new shareholder had a chance to join the ranks of those in society who earn their living from their capital as well as from their labour. The number of those who had that chance could have been maximised - albeit at some expense to administrative convenience and exchequer receipts. Instead the method of allocation was timid.

There are two main difficulties: one is the poor reputation that the police have in the minds of most young people in the minority communities. The other is the hassle that young recruits, especially black ones, can expect from their own communities.

Imagine the effect on this delicate cause, of the incident in Holloway which has just come to light (after two years) from the police complaints authority? Five youths, including two black ones, are acknowledged to have been beaten up unjustly by police officers from one of three vans. Yet the Metropolitan Police have not been able to breach a wall of silence protecting the guilty officers.

Can the Commissioner really expect the people of London in general and the black community in particular to believe that skilled investigating officers cannot penetrate this conspiracy of silence, and does he expect us to accept the fact that the guilty officers remain in the force unpunished?

Those Christian westerners who have given up their careers and homes to help the Nepalese understand only too well that evangelism is forbidden. Both INF and UMN have signed agreements with the Nepalese Government which include a clause forbidding proselytisation and understand that they can only work in Nepal on these terms.

That they never share their faith on a personal level with interested Nepalese friends is equally untrue; surely this should be allowed under the Human Rights article guaranteeing freedom to choose one's religious beliefs. Aggressive persuasion is what is implied by Mrs Merz and I would strongly contest this criticism.

The days of the Crusades are no longer - I challenge anyone who does not believe me to go to Nepal and see for themselves. Yours faithfully, ALISON EDGAR, Gonville and Caius College, Cambridge, February 10.

Ethnic issues in policing London

From Canon Charles Walker and Pastor Vernon N. Nelson

Sir, Most people concerned with London police relations in London realise that there is an urgent need to integrate the Metropolitan Police. In a force of 26,000 officers there are still less than 300 black or Asian officers; 3,000 such officers would more nearly reflect the ethnic make-up of contemporary London.

All conventional efforts to recruit more ethnic minority officers have had minimal success. And the Metropolitan Police have not been very successful in retaining the few black and Asian officers that they have managed to recruit.

The police recognise that they need the help of the community to overcome the problem. In Britain the under-aged have recently launched an initiative to gain community support for both the recruitment and for the sustaining of black and Asian police officers.

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Under-funding of State schools

From the Headmaster of Hinchingsbrooke School

Sir, In his somewhat simplistic answer to the education crisis ("Good schools for all at minimum cost", February 6) Oliver Letwin cites Cambridgeshire as an example of good practice in schools a greater say in the management of their own budget.

As head of one of the seven schools in the pilot scheme, I am pleased to confirm that the local financial management scheme does indeed offer a welcome degree of flexibility in management, an incentive to good housekeeping and the satisfaction of a measure of independence.

What needs to be added, most emphatically, is that such a scheme cannot, of itself, compensate for under-funding in capital allocation and in capital investment.

In a large school like Hinchingsbrooke, "savings" of 2 per cent of budget produce about £30,000 which can be used, according to the needs of the individual school, to provide extra teachers, extra ancillary staff and some extra equipment.

This cannot disguise the fact that we have 15 temporary classrooms, many of which have been "temporary" for over 20 years; nor can it do much to compensate for the fact that we only have £25 per pupil for the books and materials for a whole year's study across all subjects.

Although there is much to be gained by freeing schools from remote control, whether by central or local government, there will be no genuine solution to the education crisis until the Prime Minister and her policy unit realise that they have seriously underfunded the State sector and that the most unsatisfactory condition of schools today is the

direct result of the priorities and policies they have adopted. Yours sincerely, P. J. DOWNS, Headmaster, Hinchingsbrooke School, Brantford Road, Huntingdon, Cambridgeshire.

From Dr Peter Siew Sir, Mr Letwin's views on education are misplaced; inevitably so, for they rest on a fundamental misconception of historical evidence. The 1944 Education Act did not nationalise English education; it standardized it.

By clarifying the purpose and scope of education and by increasing the diversity of educational provision it laid down a series of minimum standards from which every future citizen was, by law, entitled to profit. Interpretation of the Act in terms of local provision was a local, not a national matter.

The "education crisis" is not therefore as Mr Letwin defines it, an intractable industrial dispute, the inevitable by-product of an unwieldy nationalized industry. The teachers' strike is only a symptom, not the cause of our problems. The education crisis is a crisis of values.

The 1944 Education Act was engendered by a strong faith in education as the most powerful instrument for improving the quality of life, public and private, present and future. We have lost that faith. We no longer understand the purpose of education. We no longer are able to relate educational practice to the changing needs of a changing society.

Until frank and open discussion to determine ends and means is conducted and consensus reached the crisis will deepen and the cloud over the nation's future darken. Yours sincerely, PETER SIEW, University of Manchester, Department of History, Oxford Road, Manchester.

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Voluntary services

From the Chairman of the London Boroughs Grants Committee

Sir, The letter from Peter Jay, Chairman of the National Council for Voluntary Organisations, and others (February 6) was received out of date when I suggested that no budget had been agreed for my committee's expenditure for grants to voluntary organisations for 1986/87.

By January 30 two thirds of the London boroughs had approved a budget of £27 million, and on that day my committee, which has received over 2,000 applications, approved grants totalling about £2.5 million.

In London, unlike other metropolitan areas, we are further advanced since almost a year ago; with support from the Department of the Environment and the Conservative and Liberal-controlled boroughs started planning and by July were able to recommend a detailed structure and staff requirement.

We had appointed a director-designate for the grants unit and proceeded to invite applications to be made before October. It was, however, not until October 17 that Labour-controlled authorities finally joined

in, this committee was formed and steps could be taken to interview and engage staff. This was seriously delayed the processing and approval of applications.

We are now anxious to consider these as rapidly as possible. In some cases it has been necessary to defer consideration of applications in order to obtain more information.

I have seen the reply (February 11) by the Chairman of the Grants Sub-Committee of the City of Westminster to the part of Peter Jay's letter referring to that council, but I would draw your attention to the fact that that council is giving a £1 million boost to help deal with the problems of drug abuse, the disabled, the mentally handicapped, the home-help service and the provision of child minders. Maybe their priorities are preferable to those of the GLC.

Yours faithfully, DAVID COBBOLD, Chairman, London Boroughs Grants Committee, London Boroughs Grants Unit, PO Box 57, 7th floor, Regal House, London Road, Twickenham, Middlesex.

Orchestra at risk

From Mr Alfred Dowling and Mr Anthony Owenell

Sir, I am sure that readers of The Times will be disturbed to hear of the possible closure of the Philharmonic Hall, Liverpool, when its present owner, Merseyside County Council, is abolished on April 1. The Government is proposing to transfer the hall to Liverpool City Council, who have said that because of their special financial difficulties they will not have the funds to contribute to the running of the hall and the Royal Liverpool Philharmonic Orchestra.

The Royal Liverpool Philharmonic Society, who were led to believe that ownership of the hall would pass to a residuary body set up by the Government and that funds would be available from the Arts Council to run the hall, have had to try at this late stage to organise an alternative owner in the form of a trust fund, which would be funded by the Arts Council and the successor local authorities.

However, a joint co-ordinating committee set up by the local authorities and the Arts Council to negotiate a solution has foundered over the inability of some of the local authorities to contribute. It takes no great feat of imagination to see what the consequences will be for the future of the RLPO if it is to be without its hall. Yours sincerely, ALFRED DOWLING, Chairman, ANTHONY OWENELL, Vice-Chairman, Players' Committee, Royal Liverpool Philharmonic Society, Philharmonic Hall, Hope Street, Liverpool.

Meaningful terms

From Mr Robert Vincent

Sir, Blessed is the memory of a United States fast food restaurant, on the west coast some years ago, with the window sign - Instant De-Hungerrisation. Yours faithfully, ROBERT VINCENT, Dilly House, Withern, Andover, Hampshire.

Working at Wapping

From Mr C. H. F. Blake

Sir, I am glad that Mr Longley (February 5) feels that the principles of Times journalists remain intact. How they must have agonised at chapel and union branch meetings! And while journalists' determination to bring us the news at whatever cost is commendable, nowhere in his article is there any mention of loyalty to the hand that feeds them.

If there were no proprietors, whether millionaires or otherwise, there would be no newspapers - and no journalists. Mr Longley and his readers should be grateful for Mr Murdoch's presence and courage. Yours faithfully, C. H. F. BLAKE, 4 Park Street, Charlbury, Oxford.

From Mrs Julian Barker

Sir, On rereading some T. S. Eliot last night I found that the following lines from Old Possum's Book of Practical Cats, "Growtigger's last stand", had acquired fresh meaning: Oh there was joy in Wapping when the news fled through the land; Yours faithfully, FRANCES BARKER, Repton Vicarage, Derby.

Sloppy service

From Mr Robert Weston

Sir, I should like to issue a challenge to the person responsible for the design of the coffee cup used on the British Rail Bath Spa/Paddington line. If he or she can carry such a cup, filled to the usual level with scaldingly hot coffee and "sealed" with the usual lid, from the buffet car to the end of the last carriage, without discomfort or loss of said coffee, I will be delighted to treat him or her to a British Rail breakfast (in the restaurant car - I insist!) at any mutually convenient time, with the one condition that the reciprocal treat will be exacted should the attempt fail. Yours scaldedly, ROBERT WESTON, 5 Royal Crescent, Bath, Avon.

Staying power

From Mr Antony Atkins

Sir, I still wear for the less genteel outdoor activities a pair of khaki drill slacks made for me by the Indian regimental tailor at Jubbalpore in 1942. Not only have they survived the rigours of hundreds of maltreatments at the dhoti ghats, the more moderate cleansing of the present washing machine and the strain of the more ample proportions of the wearer, but they still bear the dhoti mark by which the laundryman identified the owner. I have yet to find a marking ink equally enduring. Yours faithfully, ANTONY ATKINS, 2 Eastbrook Place, Dover, Kent.

ON THIS DAY

FEBRUARY 13 1945

The Crimea Conference was held at Yalta February 4-11 1945. There Winston Churchill, President Roosevelt and Marshal Stalin drew up plans not only for the final defeat of Germany, but also those for the future of post-war Europe. The high hopes entertained at that momentous meeting have not materialised. A leading article in The Times on February 13 1945 spoke of "mutual confidence and unanimity of counsel" and of "unanimity reached between the three great Powers upon the future of Poland". On February 4 1985 the paper returned to the subject and had to find agreement with Churchill's fears of Yalta as a "fraudulent prospectus".

EIGHT DAYS' DECISIONS

A CONSTRUCTIVE RECORD

From our Diplomatic Correspondent Unbounded satisfaction was expressed in London last night with the results of the Crimea Conference as set out in an official statement which will rank as an outstanding diplomatic document of the war. The three leaders met at the Livadia Palace at Yalta, in the Crimea - a lovely setting with its vineyards, cypresses and woodlands, and the snow on the heights overlooking it.

NEW MILITARY BLOWS

The statement is in effect the death sentence on National Socialist Germany. The three leaders have decided against making a direct appeal to the Germans to recognize the hopelessness of further resistance and to overthrow the regime which has led them to defeat. New military blows will, it has been decided, be more effective than any propagandist appeal. The occupation and control of Germany after final defeat are described in some detail. It is disclosed for the first time that a Central Control Commission shall be set up in Berlin. This will consist of the Supreme Commanders of the three Powers. France will be invited to nominate a fourth member. France will also have her own zone of occupation, to be fixed by the European Advisory Commission, on which France has her representative. It is noted with deep satisfaction that the conference showed in the most practical sense its recognition of the rights of France.

Agreement on these matters was not expected to present serious difficulties, but it was thought there might be differences on such issues as the Dumbarton Oaks plan and the future of Poland. It is understood that an American formula on voting procedure - left over for further consideration at Dumbarton Oaks - was accepted by the conference. It will not be published until it has been considered by France and China, who, with Great Britain, the United States, and Russia, will send permanent members to the proposed Security Council.

PROGRESS ON POLAND

The proposals for the settlement of the Polish question are regarded as one of the greatest achievements of the conference. It was recognized that matters had reached a deadlock, with the Lublin Government acting inside the country and the London Government acting outside. The Gordian knot has been cut. It is intended that a new Provisional Government shall be formed representative of all democratic Poles. In such an administration the Peasant Party, which is not represented in the London Government, will naturally have its due place.

With the acceptance of the Curzon Line, with slight modifications, it is expected that Poles to the east and Ukrainians and White Russians to the west will be exchanged. Poland will receive full territorial compensation in the north and the west, and this will form an integral part of the peace settlement. The proposals were communicated to the Polish Ambassador in London last night before the issue of the official statement. The attitude of the present Government remains to be defined. In some quarters the hope is entertained that M. Mikolajczyk, loyal to the policy of the late General Sikorski, of establishing the final relations with Russia, may play a notable part in bringing into existence a Provisional Government recognized by all the allies. The Declaration on Liberated Europe will be warmly welcomed, but all observers are agreed that everything depends on the speed with which the three major Powers act in giving effect to the unimpeachable principles laid down. Reports accumulate about the lack of food and supplies in the liberated lands.

THE PHILIPPINES DILEMMA

US State Department officials must be questioning the wisdom of encouraging President Marcos of the Philippines to hold an election at all.

Now, a week after the poll, the result is still unclear. Reports of ballot-rigging and plain cheating abound. And the authority of President Marcos, far from being enhanced by something akin to a democratic mandate, has rather been undermined. America's chief ally in South-East Asia has emerged from the election even more of a liability to his patrons in Washington than he was before.

The dilemma for the US Administration is what to do next. President Reagan's gut reaction has been to greet the conclusions of his election observer team - confirming reports of wholesale cheating - with scepticism, and to send his own special envoy, Mr Philip Habib, out to Manila to assess the situation. That can be little more than a holding operation.

Mr Habib is a veteran unraveller of American embarrassments abroad. But

even he was unable to restore credibility to the US involvement in Lebanon. And it is unlikely that he will be able to do much to restore it in the Philippines either.

It is not so much that the Americans have backed the wrong horse; for a long time President Marcos was the only runner. It is more that they did little to disperse the gathering cloud of corruption around the Marcos leadership until it was too late. Then they tried to repair the damage by cajoling him into an election - before there was any convincing or coherent alternative.

The crowds who flocked to hear the opposition candidate, Corazon Aquino, show that there is a general interest in change in the Philippines. The groups from which she drew her support - which include the Catholic Church, sections of the armed forces and the professional classes - show too that the Communist Party need no longer be the only refuge for those who oppose President Marcos.

But until that opposition has a more cohesive form and

a more politically experienced leader than Mrs Aquino, it offers no credible alternative either to the people of the Philippines or to the Americans, who value stability in an ally above all else. For them, the crunch will come if and when President Marcos is incapable of keeping order. But it is something they will have to bear in mind, and plan for from now on.

The desire of the US administration to avoid any repetition of their country's humiliation in Iran seven years ago is understandable. But encouraging President Marcos to call an election to justify his position and improve his image was both a disrespect to the democratic process as well as a bad miscalculation.

The best course for President Reagan now is to take careful note of all the forces brought into the open by the election campaign and act with caution. Any precipitate action could have an even more destabilizing effect than an election which so far has done neither the Americans nor the people of the Philippines any good.

COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE February 12 The Hon. Sir Justice Gifford has received the Queen's approval for the honours conferred upon him by Her Majesty the Queen...

Sale room Soaring prices for sporting guns

The rapid inflation in prices of the best sporting guns, now made almost exclusively in Britain, was dramatically underlined at Christie's yesterday...

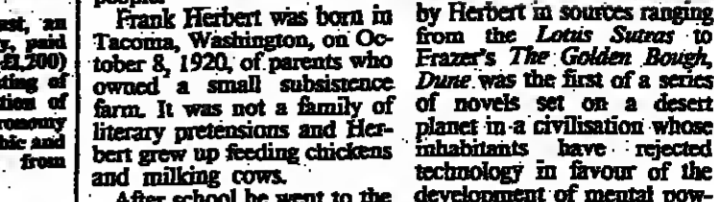
Forthcoming marriages

The Hon. LC. Orr-Ewing and Miss P.F.M. Knight The engagement is announced between the Hon. LC. Orr-Ewing, son of Lord and Lady Orr-Ewing...

OBITUARY FRANK HERBERT

Creator of sci-fi extravaganza

Frank Herbert, the American science fiction writer whose novel, Dune, became a runaway best seller, died on February 12 in the University of Wisconsin Hospital...



Herbert remained a witty amused about the reputation as a guru which Dune seemed to have conferred on him. One of his favourite assertions was "It is from Missouri" which, while it was quite untrue, was intended to emphasize his mental and physical roots in down-to-earth, backwoods, common-sense.

DR GEOFFREY HERKLOTS

Dr Geoffrey Herklot, CBE, who died on January 14 at the age of 83, was a man for all seasons: a biologist who was a botanist of considerable note; an ornithologist who was a distinguished horticulturalist; an ichthyologist who had practical experience of nutrition deficiency.

Crabs that breathe through their legs

The sand-bubbler crabs, Scopimera and Dorella, are small round-bodied crabs which exist in vast numbers on the tropical and sub-tropical sandy beaches of the Indo-Pacific, feeding on stranded plankton and detritus.

Science report

By Thomson Prentice, Science Correspondent The sand-bubbler crabs, Scopimera and Dorella, are small round-bodied crabs which exist in vast numbers on the tropical and sub-tropical sandy beaches of the Indo-Pacific...

Memorial service

Mr E.C. Peters A memorial service for Mr Eric Conrad Peters was held at St James's, Piccadilly, yesterday.

Birthdays today

Professor Franz Bergel, 86; Lieutenant-General Sir Roger Bower, 83; Earl Cadogan, 72; Dr J.P. Clayton, 65; Miss M.E. Collins, 59; Professor Dame Helen Gardner, 78; Dr D.G. Henshaw, 58; Professor Sir Lock Leung, 67; Lord Peyton of Yeovil, 67; Mr Francis Pym, MP, 64; Mr Oliver Reed, 48; Mr George Stimpson, 83; Professor Lord Stamp, 79; Dr Donald Sykes, 56.

Latest wills

Sir Jonathan Bond Percy Kew Gardens agreed with Herklot that the 1935 "hand" was indeed a different variety and in the Orchid Review of 1976 Cribb named the flower Eria herklotii.

Dutch visit

Princess Margaret is to visit The Netherlands from May 15 to 18 for the 40th anniversary of the Dutch Church in The Hague, Kensington Palace announced yesterday.

Court of Appeal

Mayer AG v Winter and Othert Lord Justice Fox and Lord Justice Ralph Gibson [Judgment given December 20] To ensure a defendant's compliance with orders of the court, the Court of Appeal grants interlocutory injunctions restraining the defendant from leaving the country and requiring him to deliver up his passports.

Law Report February 13 1986

Injunction not to leave the country final grant an injunction... in all cases in which it appears to the court to be just and convenient so to do. It was clear from the language of the section, from Smith v Peters ((1875) LR 20 Eq 511, 512-513) and from Astro-Zeitung v Southern Enterprise Co Ltd (1982) QB 1248, that the court had a discretion to do what appeared to be just and reasonable in the circumstances of the case.

Divisional Court

Police pictures are admissible The application was brought on the ground that the photographs produced from police files were inadmissible in evidence. Mr Vosts had been identified by two witnesses from photographs only.

A dog is a load

Simpson v Vant A dog was a "load" within sub-paragraph (a) of column 4 of Schedule 4 to the Road Traffic Act 1972.

A dog is a load

Accordingly, a defendant who drove a motor vehicle with his sheepdog on his lap was guilty of an endorsable offence under regulation 119 of the Motor Vehicle (Construction and Use) Regulations 1978 and section 40(5) of the Road

DR ULF LANTZKE

Dr Ulf Lantzke, the first executive director of the International Energy Agency in Paris, died on January 31. He was 58.



THE ARTS

Television Eloquent witness of history

"I am a history painter," declared Jacques-Louis David explaining why he had no intention of exhibiting a mere portrait.

To much of that history David is the most eloquent witness - his pictures of the death of the Marat, the mysterious allure of Madame Recamier and the coronation of Napoleon remain vivid dramatizations of key figures in the history of France around the turn of the 19th century.

This was the first of a three-part series directed by Leslie Magahey who is often credited with doing for artists what the young Ken Russell did for composers.

This was not a conventional BBC co-production with a cast of thousands and dialogue in the "Hi Voltairiel Hi Robespierre" mode.

Most fascinating, however, was the programme's portrayal of the painter's involvement in this volcanic society. He not only painted glorious official history for King, Revolution and Emperor, but also influenced fashion, architecture, domestic design, and devised elaborate public festivals.

Celia Brayfield

Theatre Giving voice to outcasts

Are You Sitting Comfortably? Palace, Watford

With all respect to Adrian Mole, Sue Townsend was on to something better before he came into her life and when she was chronicling the death rattle of the welfare state in pieces like *Bi-zar* and *Rum-mage* and *Womberang*.

Are You Sitting Comfortably? belongs among these as another close-up of the social scrap-heap, written in a fine vein of comic indignation and giving a voice to people whose lives are mainly spent in queues and waiting rooms.

The most important change is the new title. The subject is adult illiteracy and where originally you had the chance to sit back and watch the amusing antics of an elegant GP's wife feeding Janet and John's adventures to a destitute old Norman and a retarded nanny, now the play fastens on the audience as well. It is we who are sitting comfortably, not Joyce's little class.

Set in a Victorian school, packed with rival classes in "Living with the Bomb" and "Creative wine drinking", the play is a well-prepared trap for the unwary fun-lover.

Both enrolling while strenuously concealing the fact that they cannot read - there is Kevin, a Mohican-haired under-caretaker, clanking keys along with his bondage gear (played, needless to say, by Peter-Hugo Daly) who is having a bit of trouble with his paperwork.



Dorothy Tutin and Paul Daneman as teacher and pupil

Classes take place in a creche, giving the tantrum-prone Thelma (the nanny) a chance to sulk in the Wendy house. And it takes no more than a home-made earring to set off a farcical trail culminating in a mock-rape that brings the whole cast into a first act pile-up.

As that suggests, Miss Townsend sometimes goes to unnecessary lengths to grab the attention: and, with the exception of one reading trip to night-time Soho, she has

found no way of incorporating the lessons in the action. However, having lured the spectator in for a bit of fun, she stealthily wipes the grin off his face: showing a bond developing between teacher and pupils and enforcing your sympathy and respect for everyone on stage; not least poor exploited Thelma and the enraged Kevin, last seen signalling a plea for literacy with a lighted sparkler.

Irving Wardle's heavy farcical production Paul Daneman overdoes the comic competition as the gentle, long-suffering down and out from whom he never extracts a cheap laugh. From scene to scene Dorothy Tutin comes on strong as dedicated teacher, feminist, and disenchanted wife, but without finding a centre in the part. Felicity Montagu wins support for the unspeakable Thelma by violently rejecting it.

Irving Wardle

Students of bare modernism

Romeo and Juliet Young Vic

Anthony Dean's minimal, economical set consists of a balcony running the width of the back wall, just high enough for Romeo to have to stretch up to clasp Juliet's down-stretched hand, and supported by slender uprights for the roving Veronese studs to scale and swam.

These impromptu ladders, like the plastic flooring that covers the apron, are that lighter shade of blue so beloved of post-modernist architects.

The initial impression is one of optimism and contemporaneity, the latter aspect enhanced by the costumes which appear to be largely C

& A with splashes of Reiss and Crolla.

This is a young person's play and the principals should be (as here) young actors playing even younger. They should also do their utmost to strive for conviction, separately and together, or they will find themselves overshadowed by their respective confidants, Mercutio and the Nurse, Suzan Sylvester, making her professional debut, has all the high spirits and winsomeness we look for in a Juliet; she has also, less winningly, emerged from the Central School of Speech and Drama with the kind of "classless" south-eastern accent that nudges "woe" closer to "wow".

It would not matter, of course, if her accent were

Irish or Geordie or Bulgarian - just so long as we understand what she is saying, which is by no means always the case.

Vincenzo Ricotta's Romeo (RADA) has a similar accent, and is yet more unintelligible. I do not know when I have seen a professional stage littered with so many mugged pentameters; although it is not the mangling of the metre that concerns me so much as loss of the sense it is meant to convey. "O, she doth teach the torches to burn bright" (delivered here with Juliet isolated stage-centre) is an expression of entrancement, not of observation. We, watching, feel nothing; does Mr Ricotta, playing, feel anything himself? His single right utterance, unfortunately

enough, is "This is not Romeo".

David Thacker's production compensates for this textual C.B.I. with energetic ensemble playing (directed by Lesley Hutchinson) and with fine performances from Val McLaure's Nurse and Rob Edwards's Mercutio, an egregious disc-jockey brimming with "amusing" accents who boldly turns the Queen Mab speech into a comic routine, getting full mileage from the smut and making vivid sense of the fantastical imagery. He will, however, have to learn to die better (in the modern, not the Elizabethan meaning of the word); the production itself will have to learn to come alive.

Martin Cropper

Concert

New London Chamber Choir/Wood St Johns

Erik Bergman, 75 this year, has long been recognized as one of Finland's senior composers, and yet this concert by the New London Chamber Choir, conducted by James Wood, was the first in this country to substantially feature his music. *Nox* (1970) and *Hathor* (1971), each receiving their British premiere, were preceded by the slightly less unfamiliar *Faglarina* (The Birds) for baritone, male chorus and percussion, written in 1962.

Faglarina, a setting of a text by the composer's wife, represents Bergman's art at its most concise and penetrating, beautifully charting the poem's journey from darkness to light in his growth from the sombre sonorities of its opening (deep gongs and bass drum) to the final distantly glimpsed shimmer of celesta figurations. *Nox* for chorus and ensemble covers a wide range of moods and languages, culminating in



a brilliant setting of an extract from T. S. Eliot's *East Coker*, with swirling flutes and pounding drums evoking the ritual dancing round the midsummer-night bonfire.

The *Hathor Suite* is a more extensive work, scored for soprano, baritone, chorus and instruments and consisting of settings of Ancient Egyptian poems worshipping the goddess of the same name. Bergman's music here has a remarkable exotic potency conjuring a dark and mysterious atmosphere in the slow section and at other times building to thrilling climaxes of ritual incantations.

As always, James Wood drew some vivid and strongly characterized singing from his choir, who seemed to cope well with the Swedish text of *Faglarina*. Penelope Walmstey-Clark and Stephen Varcoe contributed strongly, and the un-named cor anglais player produced some lovely sounds in the quieter moments of *Hathor*.

The first half consisted of the Mass *Hercules Dux Ferrariae* by Josquin Des Pres, which transported us back some four and a half centuries to an age when choral music was a more austere and circumscribed art, if no less inventive. Excellent singing here, as usual - briskly paced, cleanly phrased, and reminding us that counterpoint is as much about rhythmic understanding as anything else, both in composition and in performance.

Malcom Hayes

Dance

Taking small steps forward

Rosas ICA

Anne Teresa de Keersmaeker gives the title *Rosas* to her dance group and also to the work they have brought to the ICA Theatre this week. Her achievement lies in finding a true choreographic equivalent to minimalist music. Her solution, small, neat, controlled, owes little if anything to the more relaxed, swinging style of her only serious rival in this sphere, the American Lucinda Childs.

Keersmaeker, a young Belgian dancer, caused a stir with an earlier work, *Faze*, at the 1982 Dance Umbrella. *Rosas* was made soon afterwards so it does not really tell us what has happened to her ideas and abilities since then. All the same it is welcome: a piece of avant-garde dance showing a concentration and ability that our own companies generally lack.

Before, she performed with just one of the dancers. Doubling the size of the cast to four allows more complexity in some respects, but this time she is operating with music by two composers, Thierry de Mey and Peter Vermeersch, which, except perhaps in the final section (who wrote which is not stated), seems only an imitation of the Steve Reich score she danced to before, and presumably therefore less challenging, less inspiring.

Rosas is constructed with a careful development, from each of its five sections to the next. In the first, and I think longest, the dancers spend their time on the floor, rolling from side to side, assuming a sphinx-like pose, resting their chin on one hand. It is all deliberately, almost tremulously simple, demanding attention to repetition and tiny variance of pose, timing or placing. Subsequent sections find them sitting on chairs, moving from those chairs to explore the performing space (often with one sitting out),



Anne Teresa de Keersmaeker

conquering that space in a combined foray, finally bowed and exhausted as a bleak, wide-spreading illumination replaces the small, defined areas of sharp light amid shadow which provides an ambience for the main action.

The movement is, for the most part, equally simple. Swinging arms, turning heads, stepping forward and back, even the exchange of nods or smiles occupy much of the time. Timing, rhythm, become important: repetition of phrase or a step within a phrase. Everyday gestures acquire sharp significance:

figetting a sweater off and back on to a shoulder, the way bobbed hair swings as the head moves. And when bigger, older steps appear towards the end, they acquire an epic strength by contrast. In spite of (even perhaps through) the economy of means, this piece - austere made as it is, austere dressed in layered everyday garments of black, white and grey, and austere performed - build a strong mathematical drama of its own that becomes, in its conclusion, strangely moving.

John Percival

John Warrack on sixty idiosyncratic years of the Oxford University Opera Club University challenges

Outside the eccentricities devised by Covent Garden for its Friends, it is difficult to imagine a production of *Der Freischutz* that included in its cast list Frederic Grisewood (Casper) and Alvar Lidell (Ottokar). They are, though, far from being the only BBC luminaries to have graced the Oxford University Opera Club's productions during the last sixty years. A spectacle I recall vividly from the pioneering 1950 production of *Trojan*, which occupied most of the Town Hall, was a preternaturally tall staff-carrier who had problems in uncoiling his seven feet frame from an inadequate doorway in the walls of Troy: this imposing figure, later to achieve a different eminence as head of BBC music, was the undergraduate Robert Pensonby.

That was one of the club's classic occasions, in every way. It introduced a neglected masterpiece to England; it gave a leading role to the then barely known Arda Mandikian; it provided early experience to a physics student with vocal ambitions, Thomas Hemsley (who sang Hector's Ghost). Presiding over these varied forces, the University Orchestra and Morris Motors Band, with his usual imperturbability, was the Heather Professor of Music, Jack Westrup.

Westrup was for half a century variously involved in the club's fortunes, from its foundation in 1925 to his death in 1975. He was one of the four original undergraduate members, entrusted with making a new edition of Monteverdi's *Orfeo* when the original project, a light opera by another undergraduate, Gervase Hughes, was thought unsuitable. Mozart's *Sevaglio* was first put into rehearsal but found too difficult for the available singers; so with *Orfeo* the club began a policy that has been a common element, if not a hard rule, of seeking out neglected works for revival. Dr W H Harris conducted, and the cast included Summer Austin (of the Old Vic) and Marie Howes, sister of *The Times's* subsequent music critic Frank Howes. The University Proctors, who had begun by instinctively refusing permission, found that they had a success in their midst.

Not until after the war was Westrup, back in Oxford as Professor, to conduct the club's performances. He then led no fewer than seventeen productions, and for half a dozen he provided translations that are in their way as sharp and idiosyncratic as those of E J Dent. It was in Smetana's *The Secret* (1956) that one sturdy Bohemian was heard to confide in his neighbour: "She is quite the girl for me, she is just my cup of tea." The girl in question was Roza, sung by Janet Baker making her operatic debut. Desmond Shawe-Taylor declared roundly in his review that, "so good a voice, together with such taste and feeling for the stage, should take her far".

Shawe-Taylor himself had been in near the start of the club's activities, acting as press officer for the 1929 *Battered Bride*. Joan Cross, not yet a Sadler's Wells



THE CORONATION OF POPPAEA O.U.O.C. December 1927

A programme from one of the club's first productions

principal, sang Marenka in a production that made use of costumes brought over from Prague by the helpful Czech Legation; and so enchanted was Jan Masaryk with the result that he had the costs covered by his Government. Even this imaginative gesture did not prevent the first of the financial crises that are a regular feature of the club's life.

However, the club had now got the bit between its teeth, and a New College undergraduate, J B Gordon, who had been studying production in Cologne, succeeded in bringing over his director, Hans Strohbach. Lortzing's *Zor und Zimmermann* caused a few Oxford sniffs, but Strohbach was delighted and went on with a real rarity, Rimsky-Korsakov's *May Night*, then a modern dress version of Dvorak's *The Devil and Kate* that included a few shies at Oxford itself. A figure billed as "The Devil's Proctor" was instantly banned, though no objection was made to "The Devil's Chauffeur" as Beecham. There was also a rugby match replacing the card game in Hell, played in cricket pads and with golf clubs.

The performance seems to have been enjoyed by the few who went, a perennial Oxford default which led to a trumpeting denunciation by Nevill Coghill. When there were poor houses for Gluck's *Iphigenia in Aulis* in 1933, he pronounced Oxford for "a mud-minded apathy that stood between them and so much pleasure". A somewhat wild period ensued in which there were negotiations for Beecham to take on a star-studded production (no business of a university opera club); there were a few near misses such as Delius's *Koanga* and Bernard van Dieren's *The Tailors*, strongly advocated by William Walton, but both composers refused permission. More sanely, there was a double bill of Holst's *Savitri* and Blow's *Jenua and Adonis*, with Coghill producing that achieved the remarkable feat for the day of being televised in 1937.

War scattered the club's resources, and also its distinguished succession of conductors: they had included Reginald Jacques, Trevor Harvey, Robert Irving, Bernard Naylor and Sydney Watson. The post-war revival came with *Idomeneo*, produced by the young Anthony Besch in 1947. The premiere of *Incognita* in 1951 was an act of piety to the University's much-loved adopted son, Egon Wellesz, for a while after that the club reverted to revival work with *La clemenza di Tito*, *Hans Heiling* and in 1954 *Macbeth* that made us all sit up when it gave a debut to the unknown Heather Harper. *The Fair Maid of Perth*, the following year, included as a tenor David Lloyd-Jones, later to conduct a successful BBC version.

This very proper policy of going for works on the fringes of the repertory, or of a composer's reputation, was to be copied with success by other university opera clubs. Oxford has had its bad times, years when the talent was thin, the choice wrong, the playing lack-lustre. It has seldom provided occasions to be avoided, and there have been lustrous moments such as Stewart Bedford conducting *Albert Herring* in 1964, and in 1973 the rediscovery of Cavalli's *Rosindo* edited and conducted by a St Hugh's undergraduate, Jane Glover.

Latterly, there has been a continuing interest in romantic opera, with Spohr's *Jessonda* and Rossini's *Pietra del paragone*, though Baroque voices are far from silent (Monteverdi's *Ulysses*). This year the revival is again a British premiere, Schubert's *Fierabras*, the grandest opera of a composer who has never found a place in that repertory. There are reasons: his greatness is very clear in the work, though his stage sense can falter. How such an opera can be done on the usual frayed shoestring remains a perennial problem; but the result, not least for the discovery of some vintage Schubert, should be well worth a visit.

GOLD ... and the co-operative habits of seaweed

Certain algae can store gold and then release it when the water gets acidic enough. Another link you may have missed between the purely academic and the sternly economic.

If you haven't been reading New Scientist, you won't have made the connection.

Who said purely academic?

newScientist

Today and every Thursday



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50 من الأصل

STOCK MARKET

FT 30 Share
1208.6 (+17.2)

FT-SE 100
1470 (+18.1)

USM (Datastream)
112.78 (+0.65)

THE POUND

US dollar
\$1.4115 (u/c)

W German mark
Dm3.3449(-0.0061)

Trade-weighted
74 (-0.2)

Opec deal rejected

The Chancellor of the Exchequer, Mr Nigel Lawson, has rejected the idea of cooperation with the Organization of Petroleum Exporting Countries to achieve a "soft landing" for oil prices.

In an exchange of letters with Dr Oonagh MacDonal MP, a member of Labour's Treasury team, Mr Lawson said: "I am astonished at your proposal that we now seek to keep the oil price artificially high by joining the Opec cartel along with other non-Opec producers."

"Even if such a policy were practicable it would clearly be against this country's interests to adopt it."

Dr MacDonal had called on the Chancellor to show willingness to talk to Opec to achieve a controlled reduction in oil prices and the value of sterling.

Mr Lawson said Britain's North Sea success had been achieved by giving the oil companies freedom to decide their own production levels.

Reuters and SE in accord

Reuters and the Stock Exchange have reached an agreement on the distribution of Reuters screens of prices for international equities taken from the SEAC system.

Reuters lifted profits from £74.2 million to £93.6 million before tax in the year to 31 December 1985. The dividend is 3.25p, up from 2.5p. *Times*, page 19

Ex-oil chief to head Sigma

Mr Ian Clarke (above), who resigned as joint managing director of Britoil last autumn shortly after the Government privatized the company, has been appointed chairman of Sigma Resources, one of the country's small independent oil exploration companies.

Oil price cut

Egypt has been forced into another oil price cut in an effort to maintain sales. Its best quality Suez blend has been reduced by \$3.50 barrel to \$19.

Site setback

Mr Peter Palumbo's scheme, designed by Mr James Sterling for redevelopment of a site as offices near the Mansion House, London, has suffered a setback, according to an article in *The Architects Journal* today.

Fulcrum deal

Fulcrum Investment Trust is buying private investment company Beaufoy through the issue of 808,000 Fulcrum income shares and 4.04 million capital shares.

Thorpac issue

Thorpac is making a rights issue of 577,500 7.5 per cent convertible and redeemable preference shares on the basis of one share for four ordinary. The issue will raise £528,000.

BASE LENDING RATES

ABN	12 1/2%
Adair & Company	12 1/2%
BCCI	12 1/2%
Citibank	12 1/2%
Commerzbank	12 1/2%
Continental	12 1/2%
Co-operative Bank	12 1/2%
C.H. & Co.	12 1/2%
Lloyds Bank	12 1/2%
Nat Westminster	12 1/2%
Royal Bank Scotland	12 1/2%
TSB	12 1/2%
Citibank NA	12 1/2%

† Mortgage Base Rate.

MPs unhappy as Hanson gets all-clear on Imps bid

By Alison Eadie

Mr Paul Channon, Secretary of State for Trade and Industry, yesterday cleared Hanson Trust's £1.8 billion co-ordinated bid for Imperial Group, but referred Imperial's £1.4 billion agreed merger with United Biscuits to the Monopolies and Mergers Commission.

Mr Channon accepted the recommendation of the Office of Fair Trading, which followed strict competition grounds. There were no competition reasons for referring the Hanson bid, but a combined Imperial/UB would have about 45 per cent of the British market in snacks and crisps.

The decision brought strong protests from both Imperial and United Biscuits, as well as causing political unhappiness among the 42 Members of Parliament who signed an early day motion expressing concern about



Lord Hanson: asked for assurances against profits of £235.7 million in 1985.

increased before next Thursday's deadline.

The City has raised its opinion of what it thinks Hanson must pay to win the day to between 310p and 320p per share, valuing Imperial at up to £2.4 billion.

Imperial Group's brewing and leisure, tobacco and foods empire includes such famous names as John Player and Embassy cigarettes, Golden Wonder crisps, HP sauce, Youngs Seafood, Courage best bitter, Hoffmeister lager, John Smith's bitter and Happy Eater fast food restaurants.

United Biscuits' brands include McVitie biscuits, Terry's chocolates, Wimpy fast food restaurants, Pizzalad, KP snacks and Keebler cookies.

Hanson Trust is an industrial holding company which includes Ever Ready batteries, London Brick, Alders stores and duty free shops,

Salomon Brothers plans to dominate City markets

By Richard Thomson, Banking Correspondent

Salomon Brothers, the New York securities and investment house, yesterday warned competitors in the City of its intention to dominate the new equity and capital markets in London after deregulation in October.

Mr Charles McVeigh, managing director of Salomon Brothers International, added that the firm was aiming to become the pre-eminent investment banking house internationally, with London as its flagship operation outside the US.

Mr McVeigh was announcing the move by Phibro-Salomon UK out of its City offices to a new headquarters in Victoria Plaza, above Victoria Station, where it has taken 158,000 sq ft space, including a 55,000 sq ft dealing room. He said that the company had been unable to find enough room in the City for a dealing room of that size.

He added that he expected the number of Salomon employees in London, currently around 300, to grow rapidly in the next year and certainly to double within five years. To take advantage of the opportunities offered by deregulation the company would have to expand rapidly, he said.

Salomon's commitment to moving outside the Square Mile seems less than total, however, because the lease agreement on the new offices includes a break clause which will allow the company to move out after five years if it chooses.

The new dealing room will initially hold 234 dealing positions with room to expand to around 350, if necessary. The room will contain all the company's London dealing operations and Mr McVeigh said the new headquarters would be the proto-type of all successful City institutions operating in securities markets after the big bang.

Brewer accepts £38m offer

By Teresa Poole

Davenport, the Birmingham brewer which has been fighting off a bid from Wolverhampton & Dudley Breweries, yesterday gave up its long struggle to remain independent and agreed to a takeover by Greenall Whitley, the Warrington brewer and hotelier.

The offer values Davenport at £38.3 million, or 472p a share, and has the backing of the trustees of Baron Davenport's Charity Trust, which holds a 20 per cent stake. Irrevocable undertakings to accept the offer have been given by directors and shareholders, including the charity and Whitehead Investment Company, in respect of 45.4 per cent of the ordinary shares. After the announcement Greenall Whitley went into the market and bought an initial undisclosed holding in Davenport. W&D's £34.5 million offer lapsed last week when the charity trustees were divided over accepting the bid. Under takeover rules W&D would now be free to bid again but said yesterday that a higher offer "could not be contemplated without prejudicing the interests of its existing shareholders". It intends to accept the alternative 450p offer in respect of its 16 per cent holding in Davenport, and that will net it £2.75 million profit after expenses.

Terms of the paper offer are nine Greenall Whitley convertible preference shares, which have an estimated value of 105p, for every two Davenport shares. Davenport's shares jumped 80p to 455p on news of the bid.

Mr Ned Dawney of Lazard, advisers to the charity, said "this is a very very fair price indeed and can only vindicate the trustees' tactics in considering bids".

Davenport, with its 123 managed and tenanted public houses in the West Midlands, has been independent for 157 years. Greenall Whitley's 1,545 tenanted and managed public houses are principally in the North-west of England, Wales, Shropshire, and the East Midlands, and there is little overlap with the Davenport sites. Greenall has given assurances that brewing operations at Davenport's Bath Row brewery in Birmingham will continue.

New hope of end to tin crisis

By Michael Prest, Financial Correspondent

A solution to the international tin crisis, now in its fourth month, is possible this week, one of the leading brokers' enmeshed in the affair said yesterday.

Mr Ralph Kestenbaum, managing director of Gerald Metals and co-author of the Newco rescue plan, told the Commons Select Committee on Trade and Industry that Newco needed another £20 million from the International Tin Council and £25 million from the British Government to clinch the deal.

He confirmed that three tin dealers who were out members of the London Metal Exchange might put up £12 million. One had already made a commitment and two others were being consulted.

Yesterday's meeting of the International Tin Council mainly limited itself to discussion of the details of Newco, the company which it is proposed will take over the ITC's obligation.

But Mr Kestenbaum said that if agreement on the funding of Newco could be reached by the end of this week the company could be operating during the first half of March.

He forecast that tin prices could be £7,500 a tonne when tin trading on the London Metal Exchange resumed.

Maxwell acquires 11% Extel stake

By Clare Dobie

The chances of Mr Robert Maxwell launching a bid for Extel, the information services and publishing group, rose sharply yesterday after the announcement that his private company, Pergamon, had acquired a 11 per cent stake in Extel on Tuesday.

It is believed that the shares came from the Egyptian financier, Dr Ashraf Marwan, who had built up a stake over several months and who said yesterday that he no longer owned any Extel shares.

Asked about his intentions, Mr Maxwell at first declined to comment. He then said that he had not yet seen Mr Peter Earl, of Demagor Corporation, which has made an all-page bid for Extel.

Mr Maxwell said: "Mr Earl has asked to see me. If I have time I will see him, but unless he has something startling to say, it would not be my intention to accept the bid."

Mr Earl said that he had not been in touch with Mr Maxwell. "I am surprised and disappointed that Dr Marwan sold his shares before our offer document came out. Our document was due at the beginning of next week but we may reconsider the timing."

Extel's shares opened at 395p yesterday, rising to 408p at lunchtime. But they fell to 403p when there was no announcement of a rival offer.

BPC, a Pergamon subsidiary, already owns 1.8 per cent of Extel and pension funds within the Pergamon Group own 0.7 per cent.

Japanese link opposed

By Derek Harris, Industrial Editor

Trafalgar-Glen, an Anglo-American joint company, is opposing the merger of two Japanese companies with a lawsuit in Japan. It is the first time such a lawsuit has been mounted in Japan by foreign interests.

Trafalgar-Glen has filed a suit in Japan against Minebea and Keitaisha. The aim is to block Minebea's own merger moves that would, Trafalgar-Glen claims, dilute its Minebea shareholdings.

Oil price 'rules out tax cuts'

By Sarah Hogg, Economics Editor

Oil prices at today's levels erode all the Chancellor's scope for tax cuts in the Budget, and he may have to put up taxes to keep within his borrowing limits, according to the Institute for Fiscal Studies.

However, the Government may have as much as £4 billion to distribute in the 1987 Budget, the IFS argues, even more than the Chancellor had previously forecast.

The IFS, which produces the most highly-regarded pre-Budget calculations of the Chancellor's revenues, estimates that at today's oil prices and exchange rates the Government would receive only about £7.2 billion in revenue from the North Sea during the 1986-87 financial year.

In order to keep the public sector borrowing requirement down to £7.5 billion, as planned in his medium-term financial strategy, the IFS calculates that the Chancellor would then have to increase taxes by £800 million rather than cut them by £3.5 billion as originally forecast.

Mr Nigel Lawson has admitted that his scope for tax cuts has been reduced, but the Treasury figures are probably more optimistic than the IFS's, which take account of the stimulus to the rest of the economy from the most recent fall in oil prices.

The IFS originally made its calculations based on an oil price of \$23.50 a barrel. At an exchange rate for the pound of \$1.40, the IFS reckoned that this would allow the Chancellor to distribute £1.7 billion in tax cuts on Budget day. However, a fall in the oil price below \$20 a barrel would, at the same exchange rate, eliminate all scope for tax cuts and indeed require tax increases, unless the Chancellor chose to increase borrowing.

But the IFS figures suggest that the Chancellor's scope for tax cuts in 1987 has actually been increased by the fall in oil revenues this year, which has the effect of bringing forward some of the decline in tax yields originally expected in 1987.

The IFS does not think that lower oil prices will force much of a cut in North Sea production, arguing that most fields can cover their marginal costs at even lower prices.

The IFS argues that substantial tax cuts will have to wait until next year. However, it points out that the Chancellor could raise as much as £1 billion from an increase in petrol tax.

If this were used to cut income tax, the IFS argues, increases in personal allowances would be more progressive than cutting the basic rate of income tax. But it points out that higher allowances do not, as is commonly supposed, help to eliminate the "poverty trap", and the changes in social security proposed by Mr Norman Fowler, the Social Services Secretary, would in any case mean that those on state benefits would be largely unaffected by minor changes in income tax.

Among other options for this Budget discussed in the IFS briefing are:

- Further changes in the structure of National Insurance, introducing a smoother graduation in contributions for the lower-paid. The IFS points out that the Chancellor could wipe out the distortions in the system at the modest cost of £200 million, by introducing a "withdrawable allowance" against National Insurance for employees.
- Further incentives to savings, particularly those designed to encourage share investment, such as a development of the existing SAYE share option scheme.
- A further cut in stamp duty, as a prelude to deregulation in the City.
- The "green paper" on income tax to be published at Budget time, preparing for changes in the taxation of husbands and wives. The IFS criticizes the Chancellor's proposals for personal allowances that can be transferred between spouses, arguing that it would create a disincentive to wives going out to work.

Executive Editor Kenneth Fleet

Parting of the ways at Debenhams

Are shareholders in Debenhams who accepted last year's bitterly contested bid for Debenhams entitled to feel aggrieved at the behaviour of Sir Terence Conran and his Habitat Mothercare company? The tenor of the bid, and one of the prime reasons for its success, was that a revamped Debenhams would benefit not just from the undoubted retail abilities of the Burton Group chairman, Ralph Halpern, but also from the department store and design skills of Sir Terence Conran and Habitat. A gallery of talents designed to dazzle.

At the time the deal between the two was that Habitat had a legal option over 20 per cent of the shares in Debenhams and an understanding that it could have up to 20 per cent of the floorspace in Debenhams' stores and provide design services.

The share option made it clear that if control of Habitat changed in such a way that it no longer had formal legal control over its affairs, Burton would have the right to block the option. In fact the floorspace and design side, neither of which was legally binding, were underpinned by this assumption. Ralph Halpern is saying that the whole structure of the package was designed in the way it was because he knew that Habitat was looking to expand. He knew that Sir Terence had in the past talked to Robert Thornton, erstwhile chairman of Debenhams, about a possible link up.

What he did not know, he says, is that Habitat had been talking mergers with British Home Stores, before the Burton bid was launched. In April last year, according to those close to Habitat, there clearly was an attempt to put Habitat and BHS together. It was contemplated seriously.

The point is that, because of the way the Habitat options over Debenhams were framed, Sir Terence

once must have known that his much vaunted involvement in Debenhams would be jeopardized by a tie with BHS. He considered a merger before the bid, and indeed subsequently proceeded to bring a merger about. So the question has to be asked: was the foundation of the bid for Debenhams - symbolised by Sir Terence and Mr Halpern appearing at press conferences arm in arm, sitting on film directors' chairs together and generally exuding unity - built on rapidly shifting sands?

Habitat sources firmly reject such a suggestion. They say that at the time of the bid there was no agreement to merge with BHS. It did not even cross Habitat minds at that stage.

Investors are entitled to draw their own conclusions. As soon as Mr Halpern learned of the BHS and Habitat merger he put an immediate stop to all design work Habitat was doing on Debenhams stores, for which he had already made substantial payments. The fact that this work was going on and payments made is an indication that he was serious about Habitat's role. Habitat and Sir Terence will not be the force in Debenhams that everyone expected. All Mr Halpern is apparently prepared to allow them is token floorspace and token design work. The shares are another matter; probably Sir Terence did not want them anyway.

Is Mr Halpern being unreasonable? The hushiest realities of allowing Sir Terence access to commercially sensitive information, a co-ordinator of any substantial floorspace or design arrangement, suggest that he is not. He owes duties to his shareholders, and while an understanding with the many faceted Habitat wizard before the BHS deal would have been of undoubted benefit, the picture has altered radically.

What price gallery now?

The GB misses a double

Close but no cigar was the snap response over the tap, Treasury 10 per cent 1993, as the news came out - allotted in full at £94 1/2 per cent, but with enough stock left to operate as a dribble.

Initially, the gilt market was marked down on the news in mild disappointment that the Government Broker was unable to celebrate a second triumph, but then prices recovered on sager consideration of details of the stock subscription.

Convinced that somewhere between 1/4 and 1/2 point over £94 per cent was the appropriate tendering price, the Government Broker received early enough cash at the higher price to take the new issue out in full, but far too much to warrant scaling the bids down and allocating stock at a 1/4 point premium. In the event, the authorities opted for a sensible compromise, secure in the knowledge that only about £75 million (the market's guess) of the new medium gilt remains on the books. One good buying order, and the entire stock will have been sold.

Property firm heading for market

By Judith Hamley, Commercial Property Correspondent

London and Metropolitan Estates, the joint venture company between Balfour Beatty, the building contractor, and London & Edinburgh Trust, the thriving young property company, appears to be on its way to the market.

The appointment of Mr John Theophilis as finance director could indicate an early flotation of the company, which has a £400 million development programme.

Mr Theophilis is leaving Rush & Tompkins, the building and property group, where he is being replaced by Mr Nigel Dummett, who comes from outside the property world. It would seem no little coincidence

Ropemaker Street scheme in the City, which was sold to Norwich Union for £75 million last year. LME is anxious to replace Ropemaker Street, and is looking around the Square Mile for another venture. It is one of six runners for the redevelopment of Cannon Street station with British Rail.

In west London, however, LME has just bought from Hanson Trust the former Whiteley's department store with Arlington Securities and a Malaysian developer.

They plan to develop 250,000 sq ft of retailing on three levels in the partly listed building.

RICHARDS BUTLER

HONG KONG

With effect from Wednesday, 12th February, 1986 the Hong Kong office of Richards Butler will be at:

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Telephone: 5-227091
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Fax: 5-8100664

RICHARDS BUTLER

5 Clifton Street, London EC2A 4DQ and at
61 St. Mary Axe, London EC3A 8AA and at
PO Box 6904 Saif Bin Ghobash Building Zayed the Second Street Abu Dhabi

WALL STREET

The New York Stock Exchange was little changed in active early trading yesterday. At 11am the Dow Jones industrial average was down 0.35 to 1626.83. The New York Stock Exchange index was up 0.01 to 124.59, and the price of an average share was unchanged.

Declines edged advances

Table with columns for stock symbols (e.g., AMR, AIG, Allied Signal) and their corresponding price changes.

FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES table showing exchange rates for various currencies like the Dollar, Swiss Franc, and others.

MONEY MARKETS AND GOLD

Table containing interest rates for various terms (1 month, 3 months, 6 months) and gold prices.

LONDON FINANCIAL FUTURES

Table listing financial futures contracts such as the FTSE 100, DAX, and Nikkei, along with their current prices and changes.

COMMODITIES

Softs were also fairly dull. Coffee consolidated a little after its recent run, and sugar again seemed to run out of steam.

Table of commodity prices including various types of coffee, sugar, and other goods.

INVESTMENT TRUSTS

Large table listing numerous investment trusts, their assets, and performance metrics.

THE TIMES UNIT TRUST INFORMATION SERVICE

Extensive table providing detailed information on unit trusts, including names, managers, and financial data.

Vertical text on the right edge of the page, including 'specul share' and 'A year continued gr'.

STOCK MARKET REPORT

Speculation fever sends share prices soaring

Speculative fever took stock markets soaring to new highs. The FT 30 share index went comfortably through the 1200 level and closed near the top-up 172 points at 1208.6.

Bid demand saw many issues score gains to double figures while international stocks returned to favour.

ICI surged 24 to 850p ahead of results due soon, and Bechams gained 12p at 360p.

Also in leaders Imps strengthened 13p to 284p on the clearance of the Hanson Trust bid and referral of the United Biscuits merger. United biscuits added 6p to 239p.

Jaguar touched 25 at one stage but came off the top to end 20p better at 486p on strong US demand in a limited market.

Gilts ended with losses to 1/8 or so.

A recovery in the oil price to overnight levels saw oils come off the bottom. Shell closed with a 5p gain at 670p. Barmah added 6p at 305p.

UKO International rose 28p to 163p on a bid approach. Elsewhere AB Fortis climbed 16p to 438p, and OTT firmed 7p at 194p, both on speculative demand.

Stores were dull overall, with Burton down 16p at 248p on Habitat option uncertainties. Boots gave up 5p to 240p on a Rowe Pitman downgrading. But GUS A shares jumped 43p to 860p, after 875p, on an enhancement hopes. Sears added 3p at 125 1/2p on GUS merger speculation.

Lee Cooper lost 17p at 191p on profit-taking after recent acquisitions. Our Price fell 10p at 540p after Tuesday's figures.

GBC added 8p at 186p in firm electricals. Vickers gained 7p at 355p ahead of results soon. Estate agents were firm. Mann and Co rose 16p to 300p on bid speculation. Investment support helped Rank Organisation add 22p at 541p. Golds ended with gains to a dollar.

RECENT ISSUES

Abbott 233 up 5
Asitly (L) 195
Cable and Wireless 323 up 10
Central Tech 156
Davidson Pet 146
Ferguson J 26
Macra 4 new 124
Really Useful 360
SPP 155
Safeway UK 239
U-Shandwick 208

Underwoods 192 dn 4
Rights issues
Barham 139 dn 2
Cheamring 51
Goal Pet 52 up 2
Hogg Robinson 320 up 2
Peel Holdings 480
Stonard 18
Speyhawk new 285
Triplex 86
Wathams 32 up 4

Ex-PCW chief loses £7m case

Mr Peter Dixon, the former chairman of the PCW underwriting agency at Lloyd's, has been assessed by the High Court in London to have personally received about £7.2 million from PCW syndicates. The court made an order against him for damages which have yet to be assessed.

The action against Mr Dixon for defrauding PCW syndicates was brought by Richard Beckett, Underwriting Agencies, which took over PCW's affairs in 1982.

A Lloyd's disciplinary committee last year found Mr Dixon guilty of diverting £12.8 million out of PCW syndicate funds for his own benefit.

Lloyd's found Mr Dixon and Mr Peter Cameron-Webb, another former chairman of the agency, were the brains behind the offshore reinsurance schemes which siphoned £39 million out of the syndicates.

APPOINTMENTS

Satellite Television: Mr Michael Bada, advertising director of Times Newspapers Limited and a director of News Group Newspapers, has joined the board.

Strutt & Parker: Mr Nigel Aspin, Mr Giles Ballin, Mr Roger Dean, Mr James Lacey, Mr Jonathan Parker and Mr William Quayle are to join the partnership from May 1.

Rish and Tompkins: Mr Nigel Damssett is appointed finance director from March 3.

Floyd Oil Participations: Mr Ian Gaw, Conservative MP for Eastbourne, has become a director.

British Telecom: Mr John McMontgall has been named deputy managing director of British Telecom Enterprises.

UK firm wins oil contract

A British company which has helped pioneer subsea oil systems in the North Sea has won a significant contract to supply equipment to the offshore oil industry in the Gulf of Mexico.

Humphreys & Glasgow is to design a process platform for Flacid Oil which will be installed in shallow water 32 miles from the company's Green Canyon field which stands in 1,640 feet of water.

It has also won a contract to provide a technical assistance team to review the entire development and the operating company's plans for the production system.

The Green Canyon field will eventually produce oil and gas from 24 subsea production facilities.

The oil and gas will be transported via two pipelines to the process platform designed by Humphreys & Glasgow.

UK firm wins oil contract

By David Young
Energy Correspondent

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Nissen tops gilts poll

Mr George Nissen, of Morgan Grenfell Government Securities, headed the poll for places on the Gilt Edged Market Makers' Association committee.

Also elected were Mr Pat Phillips (of Barclays de Zoete Wedd), Mr Rodney Offer (Ackroyd Rowe & Pittman

Mullens), Mr John Richards (Greenwell Montagu Gilt Edged), Mr Tony Bohannon (Salomon Brothers), Mr Thomas Dobbie (Citicorp Securities), Mr Robert Elkington (Garand & National) and Mr Peter Clarke Kleinwort (Grieson Charlesworth).

COMPANY NEWS

IN BRIEF

● **BLACKS LEISURE GROUP:** The company has reached conditional agreement with the former managing director, Mr Gerald Bass, to sell Empire Discount Stores to Delhead, a company controlled by Mr Bass. The price will be £150,000 cash, less the net current liabilities of Empire at March 1 next. The sale is conditional on shareholders' approval.

● **EMPIRE DISCOUNT STORES:** A company controlled by Mr Bass. The price will be £150,000 cash, less the net current liabilities of Empire at March 1 next. The sale is conditional on shareholders' approval.

Reuters poised to cash in on big bang

Big bang means different things to different people. For investors in the new financial conglomerates it could be negative, but for shareholders in Reuters it is a huge bonus, tied up as it is with growth in international dealings.

Yesterday Reuters and the Stock Exchange announced that Reuters would be showing prices of international equities quoted by the Stock Exchange automated quotations system on its screens. The Seaq prices will be separately identified.

As a result of the agreement Reuters expects that the number of international securities prices, each quoted by a minimum of three market makers, will grow substantially, 11 points out that international trading in securities is growing at 35 per cent annually.

TEMPUS

Reuters poised to cash in on big bang

The shares rose 7p yesterday to 388p where they traded on a historic multiple of 29. The rating may look high but it is entirely justified by the excellent prospects.

British Aerospace

Stock market gossips have concentrated much of their efforts this week on British Aerospace. The strongest story suggests that the Tornado contract with Oman will be delayed. There was also speculation about problems with the Saudi contract, which the company denied.

More generally, dealers are increasingly concerned about defence budget overruns, which could be running at £200 million a year.

If there are cuts, the Tornado programme would be vulnerable but other areas, particularly in the naval field, are more likely victims. These fears are likely to overhang the defence sector, not just British Aerospace, for some months to come.

British Aerospace must be anxious to ally at least some of the anxieties as soon as possible. In so far as the Sandis have already flown back their Lightnings, which the Tornados are in part designed to replace, the omens for the contract must be good.

The Oman contract, however, could well be subject to delay. The company says this would not be significant, as it would simply supply the RAF earlier rather than later, but that remains to be seen.

Mr Bill Dixon, of Scott Goff Layton, the broker, believes the market has over-reacted to the speculation. And yesterday the shares recovered some of their lost ground, rising 5p to 446p. But the market is likely to continue nervous for some time.

British Aerospace

As a result of these developments in London and the investment Reuters has made in Rich, a designer of communications systems for dealing rooms which it acquired early last year, securities trading should become increasingly important for Reuters.

Last year, however, it was the money markets which provided the principal engine of growth.

They powered profits forward from £74.2 million to £93.6 million before tax. That was despite a £4 million loss by the news picture service, bought from UPL and £1 million costs of being a public company.

From the small print it emerges, however, that the costs of winning new business are rising. While turnover rose by 32 per cent to £434 million, selling and marketing costs rose by 43 per cent. Partly as a result, margins fell and given the plans for expansion in Europe and Asia they could decline again.

The market, however, is more concerned with the bottom line and this should continue to rise strongly.

big American natural resources company would meet the press and analysts to tell them that "this year it would be different." But it was not. Each year Amax slumped deeper into losses until in 1985 it recorded one of \$621 million (£494 million), or \$9.35 a share.

This year, however, it may well be different. Mr Gousseland has been deposed and with him have gone his more colourful ways. In barely six months his successor, Mr Allen Born, has given Amax the shake-up it so badly needed.

The formula is simple and classic: sell everything which does not make money or is outside mainstream activities, and concentrate on relieving the \$1.8 billion debt.

So only a third of last year's loss was caused by operating results. The bulk was losses on properties and investments closed or disposed of since Mr Born assumed command.

The next step is to reduce debt directly. A further \$274 million from the 25 per cent stake in Mount Newman conveniently falls into 1986, and issuing almost seven million new shares has netted another \$440 million.

Concentrating on core mining should generate enough cash in 1986 to service the debt. But the reshaped group will look very different from the days when Amax was synonymous with molybdenum. Coal, oil and gas, aluminium and increasingly gold will be the resource base.

But the new approach is most evident in management reorganization. Control has been firmly centralized at Greenwich, Connecticut. Such frills as expensive marketing subsidiaries in Paris have been cut off.

At around \$13 Amax is trading near the bottom of its 12 months' range, and perilously close to shareholders' equity. If Amax breaks even this year, as Mr Born forecasts, at least the haemorrhage will have stopped.

At next year's gathering we should discover whether the transfusion is under way.

Amax

It was an annual event for four years. Mr Pierre Gousseland, formerly the dominant force at Amax, the

Year of excellent sales. Continued growth and profits up by 26%.

	Year to 31 December 1985		Year to 31 December 1984		Difference %
	£m	\$m	£m	\$m	
Revenue	434.1	629.5	330.3	478.9	+31
Pre-Tax Profit	93.6	135.7	74.2	107.6	+26
Taxation	38.7	56.1	31.8	46.2	+21
Profit Attributable to Ordinary Shareholders	54.3	78.8	42.8	62.0	+27
Dividend	13.4	19.4	9.9	14.3	+36
Earnings per Share	13.2p	-	10.5p	-	+26

Note: The above unaudited financial information has been prepared in accordance with UK GAAP. For convenience the US dollar equivalents for both years have been converted at the noon buying rate at 31 December 1985 which was US\$1.45 to £1. Audited consolidated financial statements of Reuters for the year ended 31 December 1985 will be delivered to the Registrar of Companies following the AGM on 25 April 1986.

Reuters unaudited pre-tax profit rose by 26% to £93.6 million (US\$135.7 million) in the year ended 31 December 1985, from £74.2 million (US\$107.6 million) in 1984. Profit after tax rose by 30% to £54.9 million (US\$79.6 million) from £42.4 million (US\$61.4 million) in 1984.

Revenue increased by 31% to £434.1 million (US\$629.5 million) in 1985 from £330.3 million (US\$478.9 million) in 1984.

The Board has recommended a final dividend of 2.0 pence per share (17.4 cents per ADS), making a total for the full year of 3.25 pence per share (28.3 cents per ADS) compared with 2.5 pence per share (21.8 cents per ADS) in 1984, an increase of 30%. The final dividend will be paid on 2 May 1986 to shareholders on the register on 28 March 1986.

The pre-tax profit included a contribution of £4.1 million (US\$6.0 million) from Rich Inc., the Chicago-based supplier of dealing room systems which became a wholly-owned subsidiary of Reuters in April 1985. In 1984, Rich Inc. broke even.

Glen Renfrew, Managing Director and Chief Executive, reports: "Profits before tax grew more slowly than revenue partly because of exceptional items, including the impact of losses on news pictures and various costs arising from Reuters new status and obligations as a public company. These items, which in 1985 amounted to approximately £5 million (US\$7 million), are not expected to have a significant effect on profit growth in 1986.

"Money markets continued to provide most of our growth in 1985. Sales of Rich Inc. systems to the money sector were excellent in North America and Europe and the first installations were completed in Asia.

"New business in recent months has been running at record levels and augurs well for continued growth in 1986."

Reuters Holdings PLC
85 Fleet Street, London EC4P 4AJ. Tel: 01-250 1122

SECURICOR

Good prospects of continued progress

Pre-tax profits increased by 11.3% to £14.3m in Securicor Group on an advance in turnover of 9.4% to £311m, and by 6.4% to £10.8m in Security Services on an increase in turnover of 9.3% to £271m.

The final dividends of both companies are being increased by 10% after allowing for the recent scrip issues.

The steady growth of the U.K. parcels and freight division continued during the year, with turnover exceeding £100m for the first time.

Securicor Granley's new alarm control panel, the Valiant, has proved a conspicuous success. Sales for new installations are up by 25% on last year.

The development of the "Colinet" national radio network by Telecom Securicor Cellular Radio Limited - a joint venture with British Telecom - is well ahead of forecasts.

The majority of the overseas subsidiaries produced commendable results, and in local currency terms, a rise of 7.5% overall. However, the strength of sterling has had an adverse effect. If overseas results had been translated at last year's exchange rates, turnover would have been higher than reported by £25.7m and operating profit higher by £448,000.

The hotel and motor divisions both produced creditable advances in profits during the year.

The financial strength continuing to be reflected in the balance sheets of the companies, together with the encouraging trading indications emerging from the early months of the current year, supports our current commercial policy and the prospect of sustaining continued progress.

Peter Smith, Chairman

Securicor Group PLC		Security Services PLC	
Results for the year ended September 30th, 1985			
	1985 £000	1984 £000	1985 £000
TURNOVER			
- UK	274,448	248,689	234,280
- Overseas	36,434	35,454	36,434
	<u>310,882</u>	<u>284,143</u>	<u>270,724</u>
PROFIT BEFORE TAX			
Security, communications and parcels			
- UK	7,062	6,689	7,062
- Overseas	2,094	2,365	2,094
Finance, investments and insurance	3,988	2,486	1,632
Property, hotels and vehicle divisions	1,742	1,297	-
	<u>14,286</u>	<u>12,837</u>	<u>10,788</u>
Tax	6,265	5,630	4,882
PROFIT AFTER TAX	8,021	7,207	5,906
Due to outside shareholders	2,906	2,632	-
	<u>5,115</u>	<u>4,575</u>	<u>5,906</u>
Extraordinary charge for deferred tax	-	1,675	-
	<u>5,115</u>	<u>2,900</u>	<u>5,906</u>
EARNINGS PER SHARE			
Final Ordinary dividend (proposed)	5.9p	6.0p*	6.0p
Interim Ordinary dividend (paid)	0.673p	0.611p*	1.245p
	<u>0.539p</u>	<u>0.49p</u>	<u>1.1p</u>

*Adjusted for scrip issues

Securicor Group PLC owns 50.77 per cent of Security Services PLC. Both companies have full listings on the Stock Exchange.

Security Services' principal activities are carried out in the UK and internationally and include the carrying and care of cash and valuables, security guards and patrols, communications, parcels and document delivery services, air courier delivery services and the Pony Express messenger services. Security Services also has subsidiaries in electronic surveillance, alarm equipment and office cleaning.

Securicor Group's principal subsidiaries (other than Security Services) operate in hotels, travel, Ford dealerships, vehicle body-building, finance, investment and insurance.

Copies of the Annual Report and Accounts will be available early in March from the Company Secretary, Vigilant House, 24 Gillingham Street, London SW1V 1HZ.

THE TIMES Portfolio

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Price, Change, % Change, Dividend, Yield. Includes sections for FOODS, BREWERIES, BUILDINGS AND ROADS, ELECTRICALS, and BRITISH FUNDS.

Weekly Dividend table with columns: Day, Dividend, Total. Includes instructions for claiming the dividend.

BRITISH FUNDS table with columns: Fund Name, Price, Change, % Change, Dividend, Yield.

SHORTS (Under Five Years) table with columns: Term, Rate, Price, Change, % Change.

FIVE TO FIFTEEN YEARS table with columns: Term, Rate, Price, Change, % Change.

OVER FIFTEEN YEARS table with columns: Term, Rate, Price, Change, % Change.

UNDATED table with columns: Rate, Price, Change, % Change.

INDEX LINKED table with columns: Index, Price, Change, % Change.

BANKS DISCOUNT HP table with columns: Bank, Rate, Price, Change, % Change.

ELECTRICALS table with columns: Company, Price, Change, % Change, Dividend, Yield.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for BREWERIES.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for BUILDINGS AND ROADS.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for FINANCE AND LAND.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for FOODS.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for CHEMICALS, PLASTICS.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for CINEMAS AND TV.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for DRAPERY AND STORES.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for HOTELS AND CATERERS.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for INDUSTRIALS A-D.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for ELECTRICALS.

STOCK EXCHANGE PRICES Shares off peak

ACCOUNT DAYS: Dealings Began Feb.10. Dealings End Feb.21. Contango Day Feb.24. Settlement Day, March 3. § Forward Bargains are permitted on two previous days.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for BREWERIES.

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Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for L-R.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for S-Z.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for OIL.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for NEWS PAPERS PUBLISHERS AND.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for MOTORS AND AIRCRAFT.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for SHOPS AND LEATHER.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for TEXTILES.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for TOBACCO.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for INSURANCE.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for LEISURE.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for MINING.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for OVERSEAS TRADERS.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for PAPER, PRINTING, ADVERT'G.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for PROPERTY.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for SHIPPING.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for MOTORS AND AIRCRAFT.

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THE TIMES Portfolio

DAILY DIVIDEND £2,000 Claims required for +51 points Claimants should ring 0254-5372.

Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for OVERSEAS TRADERS.

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Table with columns: High, Low, Company, Price, Change, % Change, Dividend, Yield. Includes section for OIL.

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BOXING

McGuigan out to prove that he is the real McCoy

From Srikanth Sen, Boxing Correspondent, Dublin

Barry McGuigan will be out to make it a night for the Irish to remember when he defends his World Boxing Association featherweight title against Danilo Cabrera, of the Dominican Republic, on Saturday in Dublin, according to B J Eastwood, McGuigan's manager. "His own people will see the real Barry McGuigan for the first time," Eastwood said. "It will be a totally different McGuigan to the one everybody saw taking the world title from Eusebio Pedroza. He has improved so much and looks terrific. I just wish it could have been Azumah Nelson on Saturday and not Cabrera."

Eastwood claimed that McGuigan has learnt many more tricks from his Mexican and Panamanian sparring partners. "He is more difficult to hit now and he has learnt, if necessary, to get on his bicycle and, above all, to relax."

Eastwood hopes that he has finally cured McGuigan of his habit of losing his patience when on the receiving end for a little too long and squaring up for a right Victor McLaglen. "You know he is going to do that when he starts dusting his gloves," Eastwood said, "but I think he has learnt well and he will not have to follow Ken Buchanan's advice and shout, 'Keech! Keech!' every time he starts looking like losing his cool."

"It is just as good that Barry is in such good shape because Cabrera could be a better man than his original opponent, Fernando Sosa, who was durable but did not have a great punch. This fellow has a good right hand."

McGuigan's next contest could be in New York.

Eastwood said. People want to see how well McGuigan performs outside his own backyard. There have even been enquiries from Germany. But Eastwood ruled out Azumah Nelson for the moment. "Nelson is money in the bank," Eastwood said. "Like property, the longer he stays there the more the value of the fight goes up. That fight will come, but not just yet."

It is curious apt that the name of Nelson, the World Boxing Council champion from Ghana, should come up just before this defence by McGuigan. The last man to come in as a late substitute like Cabrera and distinguish himself was Nelson. With only 13 contests behind him, he took on the great Salvador Sanchez at two weeks' notice and boxed him close for 15 rounds, going down in the last.

But McGuigan parried all questions yesterday on the tough Ghanaian and countered with the verbal equivalent of the ill shuffle. "If I said I'd beat him they'd say I was boasting. If I said I couldn't beat him they'd say I was lying."

McGuigan said he would not be caught unawares by a late substitute. "I have had sparring partners to match all styles and I am not unprepared. I know he stands like LaPorte and has a good punch."

Cabrera, on the other hand, reiterated with even more conviction on Tuesday that he would knock McGuigan out. Showing a little irritation when asked how he would stand up to McGuigan's pace and power, he said, "Why do you ask me that? Why do you not ask me will McGuigan be able to stand up to my punch?"

RUGBY UNION

Harrison called in to face Scotland

Rory Underwood, the Leicester wing, is out of England's Calcutta Cup match against Scotland at Murrayfield on Saturday after failing a fitness test on his injured ankle yesterday. His place is taken by Mike Harrison of Wakefield, who wins his third cap. Harrison scored a try in his two international appearances in New Zealand last June.

Huw Davies, who had a simultaneous test with Underwood, also on his injured ankle, came through and will play at full back. Wales were forced to cancel their scheduled training session in Cardiff yesterday because the pitch was too hard. The squad's preparations, planned for Saturday's international against Ireland, were hit on Monday when the cold weather limited the players to light outdoor training and fitness work in the gymnasium.

"The ground is bone-hard and we decided that if we could not hold a full team session on it, we would have to do it all," the Welsh Rugby Union coaching organiser, John Dawes, said. The team and replacements will now meet up in Cardiff before departing for Dublin this morning. They will train at Monkstown RFC this afternoon and again on tomorrow morning.

Concern over deficiencies in the pack and lack of match practice in recent weeks has prompted the Welsh camp to ask for a set of forwards to work with at the Monkstown ground.

None of the Welsh forwards on duty against Ireland this weekend were in action last Saturday because of the freeze and at Monday's squad session the pack were shown a 20-minute video of the recent match against Scotland which highlighted their ball-winning deficiencies. "We've played two complete matches now and have never had five minutes in either where we have controlled the game," the Wales coach, Tony Gray, said. "What we are after is some control up front in particular so that we can play the game at our pace and the way we want to. We have already shown an improvement, and I expect further progress in this area against Ireland."

Bowring blow for Welsh

Kevin Bowring could be sidelined for the rest of the season after sustaining two broken ribs in London Welsh's John Player Special Cup tie against Cambridge last Saturday. The side's captain, Clive Rees, later attacked the Cornish squad's tactics. He claimed that back row forward Bowring, now ruled out of the quarter-final, was "the best player in the world". Rees, who was stamped on and that fly half Colin Price was kicked after the final whistle. Price plays his second game after a three-month injury lay-off against Welsh Academics at Old Deer Park on Sunday (2.30).



Colclough: just as motivated and enthusiastic as ever

Marquis from England who hopes to slay the Scots

Maurice Colclough, the man known as the "Marquis" because of his French connections, resembled more of a Magnus freedom fighter, feebly returned from some cover-night-time operation, his rough shirt soaked in sweat and his hair matted. His missing front teeth produced a fisp which sounded incongruous coming from an indomitable man 6ft 5in tall and weighing 17st 12lb. Research his almost cherub-like curly hair, however, his penetrative eyes, which, along with his mind, are set firmly upon a successful season with England. The word going out to everyone is "beware". The man's record speaks for itself. He was the cornerstone of England's 1980 grand slam winning pack. Motivated and driven, he was a player of great talents, even at 31, one of the most redoubtable opponents in the world game. Alas, last season saw his demise from the international arena. He drifted away from England's rugby team, the coach, and players' men to a far greater extent than the previous incumbents of their respective offices.

By his side alone, Colclough is an important figure in the English camp, a leader in spirit if not in name. He says: "Things have been organized so well this time that it has been a fabulous build-up." Ironically, a place on the projected Lions' tour this summer was the carrot which lured

Colclough back to the fray. Now that that visit has been cancelled, Colclough is able to concentrate exclusively on England's championship prospects. "Two factors are important. England have a lot of potential, but have been impressed with the backs, and the pack is starting to come together. But the disadvantage is that it will take time for us to settle down." Colclough moved from Wasp to Swansea to enhance his prospects of an international return. Certainly his physique from both near and far is massively impressive. John Rasthorpe, Scotland's stand-off half, said after England's victory over Wales last month: "Don't be too hard on the Welsh line out players. I can't see anybody getting much ball against the English line out this season." Colclough, with his jumping and support play, is an essential ingredient of that department in the England side. He concedes his move to Swansea has sharpened his play and hardened his physique.

"With all faults, the Wasps, the difference between the clubs is that Wasps only play eight or nine matches all season of the type of hard games Swansea face twice a week. London Welsh is so hard on the game in Wales, they really try sides meet. The trouble is that it happens so infrequently." Peter Bills

GOLF

How Langer can drive away two taxing problems

From John Ballantine, Honolulu

Bernhard Langer enjoys two advantages by having travelled with his pregnant wife Vikki to the \$500,000 Hawaiian Open, which begins today on the par-72, 6,881-yard Waialae course. He has covered about one third of the way to Australia, where he will defend his Masters title next week and so will arrive down under this coming weekend not quite so jet-lagged as usual, a small but valuable edge in this dog-eat-dog world. And after leaving Hawaiian shores he will, thankfully, be saving on the mileage ration of 121 days he is allowed to spend, courtesy of the Internal Revenue Service, in the USA this year in pursuit of the necessary aim of pleasing tour commissioner Deane Beman by playing in 15 tournaments or, like Severiano Ballesteros last year, risking the loss of his card. Mrs Langer, who is "expecting" on July 14, is returning to Florida from here to rest.

"They count every day whenever I cross the border and even for a few hours in Arizona," Langer joked yesterday. He flexed his muscles in the warm trade winds below the extinct volcano Diamondhead. "So it will be nice to get away from that sort of pressure and that problem for a while."

Why doesn't Langer, who has an American wife and who is building a home in Boca

Raton, simply declare himself a resident and play here using an alien's "green card"? "That wouldn't solve anything, for then I'd be taxed as a resident," he answered. "That's okay for Peter Oosterhuis, who makes all his money here, but it's no good for me."

My guess is that "something will be worked out," as pragmatic Americans say. One snag is that Mr Beman may hesitate to lower the number of tournaments foreigners must play from 15 to, say, 10 or 12 because it might look as though he is "giving in" to Ballesteros. I am sure in the end a way will be found to save face all round. In case Oosterhuis forgets, the US tour is basically about golf, not tax or Congressional politics, and there is a powerful field here with Mark O'Meara defending and Tom Watson and other leading players play from 15 to, say, 10 or 12 because it might look as though he is "giving in" to Ballesteros. I am sure in the end a way will be found to save face all round. In case Oosterhuis forgets, the US tour is basically about golf, not tax or Congressional politics, and there is a powerful field here with Mark O'Meara defending and Tom Watson and other leading players play from 15 to, say, 10 or 12 because it might look as though he is "giving in" to Ballesteros. 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England expose their key players to real pace on the Test pitch

From John Woodcock, Cricket Correspondent, Kingston, Jamaica

Monday's collapse against the Leeward Islands was followed on Tuesday by a long travelling delay, which put things behind the clock rather than announcing a side for today's Test against Jamaica. The England management would say only that Smith, Willey and Embury will not be playing and so are not in the reckoning for next week's first Test match.

Wiley's omission was not entirely predictable. It follows from it that the two specialist spinners, Edmonds and Embury, may start the Test series. If not, Thomas will probably be preferred to one of them.

The need to give Downton a rest on the Test ground will leave Gower waiting until we have been here for nearly five weeks for his first match. He would have played in Antigua but for that dog bite.

Had Gooch shown better form in the first two games he, too, might have been rested today to give Smith another opportunity, but here again priority has been given to getting the key players into form and exposing them to the Test pitch. As Gower put it, "We have got to ensure that our first-choice players are in first-class nick."

Questioned about the party's attitude, in other words their dedication, the captain said that he thought "one or two people were not switched on as they should have been" in Antigua but that others "need attach no blame to themselves for getting out," an oblique reference to some unconvincing performances. "We had a player of being slightly relaxed," he said, adding that he would talk to certain of his players about this. He is pleased that five of the top six batsmen have all had some time in the middle. "It only needs Gower to join them now."

England B and Sri Lanka meet here today for the fifth and final one-day match of the series. Sri Lanka already lead 3-1 and are in an unassailable position. England will be anxious to win. They have recently played only two one-day matches to date and are supposedly more adept at the one-day game.

CRICKET



Peacock: my neck on the block

Captains get lone authority again

From our Irish Racing Correspondent

Behind Pat Peacock's appointment as Surrey captain lies a new acceptance by committee men that the role is a one-man job. A manager, coach or manager or coach to stand at the captain's shoulder has proved no guarantee for success. More than one county is now restoring the captain's traditional, lone authority.

Peacock concedes Embury's status as the world's best off-spinner and reluctantly admits his own Test career is probably finished. "There is always hope, though, and Timms was recalled at 42. Peacock was 21 when he won his first cap on the 1967-68 tour to the West Indies after Timms lost four teeth in a boxing accident."

Peacock's career began in 1964, played under Stewart in his first season and regards his as the best captain he has served. "Mike Brearley was a fine captain, Tony Lewis was marvellous at getting people to work for him, and Tomlinson was brilliant at leading by example."

Peacock, an off-spinner who is 39, believes that having a bowler captain is a swing-rod-and-ball situation. "In some catches it is a positive asset to have a captain who will be in tune with his fellow bowlers."

Jockey Club keep Newnes waiting on ban appeal

By John Kartter

Billy Newnes, the banned 26-year-old jockey and former stable lad's boxing champion, is still awaiting the verdict on one of the toughest fights of his life after the Jockey Club yesterday reserved their decision on whether to restore his licence to ride.

Newnes, who was banned for three years on January 31, 1984 when he admitted receiving a bribe of £1,000 from the gambler, Harry Bardsley, surely had every reason to hope for an appeal. He was given the disciplinary hearing at Portman Square yesterday, together with Henry Cassey, the trainer by whom he is retained, and Matthew McCloy, his solicitor.

After an investigation by Raccoon Security Services, the Jockey Club's security arm, Newnes received his ban passing on information to Bardsley (who received a 15-year disqualification) concerning the chance of Valuable Witness in the Queen's Vase at Royal Ascot in June of that year. Newnes said that the horse had little chance on the form but made the whipping boy when he was ridden and was given the harshest sentence on a jockey for over 50 years.

Over The Last to come in first

From our Irish Racing Correspondent

The Red Mills sponsored Trial Chase at Gowran Park turned out to be a close-run thing. Drumming being opposed by two moderate rivals with the bookmakers refusing to bet on the outcome. That race has survived but without a sponsor this time round and looks to be much more competitive contest this afternoon.

Motor On was one of the better Irish novice chasers a year ago while going back still further to his younger days. On this occasion, though, victory could go to one of the less experienced competitors. Over The Last is trained by the former champion jockey jockey Tommy Carberry and last season he finished 3rd to Ash and Sheer Gold in the Sun Alliance Hurdle at Cheltenham.

Boost for Herbert United

From our Irish Racing Correspondent

The American owned Champion Hurdle longcherber Herbert United comfortably beat Dochas to justify 2-1 favouritism in the Black Bush Ulster Champion Trial Hurdle at Down Royal yesterday afternoon. Bracka Pigeon made most of the running but between the third and second last hurdle Herbert United and Miller Hill came in to challenge for the lead. The effort of Miller Hill proved disappointingly short-lived and Herbert United having shaken him off had enough in hand to hold subsequent challengers by Dochas and a former Triumph Hurdle winner Northern Game.

RACING

Gowran Park

Racing program for Gowran Park including race numbers, names, and odds.

2.30 RED MILLS TRIAL HURDLE (€1,450-2m 1f) (13)

Racing program for 2.30 Red Mills Trial Hurdle.

3.30 THOMASTOWN TRIAL CHASE (€1,725-2m 4f) (14)

Racing program for 3.30 Thomastown Trial Chase.

3.30 GOWRAN HANDICAP HURDLE (€1,035-2m 1f) (20)

Racing program for 3.30 Gowran Handicap Hurdle.

4.0 PAULSTOWN HANDICAP CHASE (€1,104-2m 4f) (14)

Racing program for 4.0 Paulstown Handicap Chase.

5.0 JOHN SWELL MARES FLAT RACE (5-Y-0-Div 2)(€228-2m 1f) (19)

England's face-saving game

From Simon Wilde, Colombo

England B and Sri Lanka meet here today for the fifth and final one-day match of the series. Sri Lanka already lead 3-1 and are in an unassailable position. England will be anxious to win. They have recently played only two one-day matches to date and are supposedly more adept at the one-day game.

Tests for Barnett

Kim Barnett, England B vice-captain, has been to the West Indies and is to be a key player in the one-day series. Barnett, who has been in the England squad since he was 17, has also captained a senior side at the Nottinghamshire Derby.

Castle reaches semi-finals

Andrew Castle, from Somerset, yesterday became the first British player to reach the semi-finals of the five-week series of the LTA men's one-day Satellite Tournament. Castle, who was captaining the team, put out Robin Drysdale, of Essex, 6-2, 6-4, in the quarter-finals at Telford.

Just like his big brother

Paul Warwick, aged 17, the younger brother of Grand Prix driver, makes his racing debut at Brands Hatch on March 2, 18 days after passing his driving test. Paul, who won the National Superkart championship at the age of 15, is widely tipped to follow his brother into Formula One. Yesterday he immediately confirmed his entry at the M25 celebration meeting at Brands Hatch in the opening round of the Dunlop Autospot Star of Tomorrow Formula Ford 1600 championship.

Sharp goes on gold trail

David Sharpe has ended all speculation and decided to go for gold this month. European indoor championships 900m. Steve Crum's talented Jarrold & Hubbard training partner had considered turning down a place in Britain's team to compete in Madrid in February 22-23 and instead concentrate on this summer's World Junior Games.

Lucas makes light of race rivals

Perth - Australia II, the Ben Lexcen-designed wonderboat from the 1983 America's Cup, showed the latest 12-metre designs have an Achilles' heel when it comes to racing in light weather. By performing a horizon job on the 14-strong fleet in yesterday's fourth race for the 12-metre world championship, the team's skipper, Peter Swenson, of Sweden, and Jan Lodder, of the Netherlands.

Frenchman's \$11 million Kiss of life

The man with the biggest smile on his face at the 12-metre world championship being run this week off Fremantle, Australia, is Serge Crasnianski, the 42-year-old 6ft 3in son of a Russian émigré whose company, the Kiss Group, is backing Marc Pajot's French Kiss America's Cup campaign to the tune of \$11 million.

YACHTING: FUN-LOVING CRASNIANSKI IS HOPING FOR INSTANT SUCCESS

From Barry Pickthall, Perth

Lucas makes light of race rivals

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GENERAL APPOINTMENTS

February 13, 1986

The managing director was bemoaning the destructiveness and disinterest of his employees, who would apparently maltreat even the most robust piece of machinery, no matter how clear the operating instructions. It was obvious that he thought they were pretty clumsy. We were talking in his office overlooking the works car park, and, as the signal sounded for the end of work, we watched these supposed idiots engage in an elaborate interaction of delicate manoeuvres including the co-ordination of brain, eyes, hands and feet.

They were driving their cars out of the car park without crashing into one another — which they managed to perfection. When I pointed out the discrepancy between what we were watching and what he had been saying, he was not pleased. To his credit, he did later laugh ruefully about it, having recognized that he had a rather different problem with their motivation and performance than he had thought.

His original view was not unusual, for it is a popular fallacy to believe that British people are not notably talented and do not have a strong inclination to work. Were this but true, we should have a much better excuse for our middling economic and social performance.

The fact is that there is great scope for tapping people's resourcefulness and encouraging them to give more of their skills to their work activities. Poor

motivation and performance are often the responsibility of those who do, could or should manage that encouragement, as much of the shortfall is avoidable.

There are four key ways of closing the gap:

- Developing people's skills
- Making use of people's skills
- Helping people to understand
- Developing people's confidence.

None of these is peculiarly difficult. Every one of them requires a sustained commitment.

Developing people's skills. Relevant skills are vital. Indeed, they are the key to all our future success, as a nation and as job-holders and job-seekers. A combination of automation and Third World wage rates had ended the days when we could use people as relatively unthinking assembly machines.

The need for industries to about large cities in order to obtain a large workforce has diminished. Many enterprising people have moved out to staff the new activities in more buoyant towns. Hence the main economic problem of the inner cities, where those who remain have a poor chance of attracting employers unless a massive effort is made to upgrade their skills.

Despite these discouragements, the will to work remains strong. In the North-East or on Merseyside any serious whisper of jobs in the office at a firm and the likely response is a jammed switchboard and a queue right round the block. Given their

There is great scope for tapping resourcefulness and bringing out people's skills, says Tony Eccles



meagre job prospects it is a wonder that more people have not given up the struggle.

The days of mass manufacturing employment may not return even when our oil reserves dwindle, as the need will be for skilled process controllers and equipment technicians. It follows that the key to employability — both in manufacturing and service industries — will be the skills of these workers.

Enterprising trade unions have recognized this and are focusing on developing their members' skills to keep them abreast of modern technologies. Similarly, employers are raising with educational institutions in order to produce more of the intricate skills which advanced organizations now require. The plain fact of the matter, however, is that, despite the efforts of countless agencies, we appear to be grossly underinvesting in the development of skills for the present, let alone for the future.

Making use of people's skills. This is also vital. Just think of the average British scheme for considering ideas for change at work which are put forward by employees. Then note a figure given, to some senior managers by an ex-staff member from our Tokyo embassy. Hitachi's 80,000 employees, he told them, produce 4.15 million ideas for improvements a year — an average of one idea per employee per week.

The stunned silence which followed was broken by objections. The ideas perhaps were not good, were duplicated, were impractical, management had already thought of them, some were only put forward by an employee to look good — as though that were to be criticized. Yet no matter how you slice that number it remains pretty impressive, and the sting is in the tail. Those ideas could be handled only at the level of first-line management, the supervisors, so great is the number. How many

firms in Britain could confidently have their supervisors cope with such a pressure from beneath for product and process improvements?

Sadly, enough priority is rarely put into tapping people's existing insights and expertise. Yet we have been warned. Japan's Matsushita has defined the difference between western managements and themselves as a western commitment to getting ideas out of the heads of bosses into the heads of workers, compared with putting together the intellectual resources of all the firm's employees.

Quite apart from the value of the bright ideas, the very act of discussing every proposal seriously would contribute to employees' understanding of what is, and is not, feasible.

Helping people to understand. People's expertise and interest can be channelled into more productive paths if only they understand the context of the work.

Despite the effort which has been going into communications inside organizations, the lack of understanding of business imperatives remains worrying. Even at middle management level quite basic concepts of business finance or competitive strategy are often poorly understood.

The situation further down the organization is usually bleak, particularly if the communications process is limited to the occasional anydaze video or to company sentiments so carefully filtered to avoid creating reaction that they create little but bore-

dom instead. It is not easy to communicate really well and it certainly demands sustained effort, possibly in the face of initially discouraging feedback.

Organizations which do communicate well seem to do it by a near-obsessional focus on straightforward goals such as quality, speed, cleanliness or customer service — not wrapped up in generalized vacuities or obscured by abstract operating ratios. Without authentic information, people cannot make an informed judgment and, until they can feel confident in their judgment, they are unlikely to become, deeply involved.

Developing people's confidence. It is the essence of good leadership that people should not only be confident in the leaders' abilities but in their own. A good leader helps his or her associates to grow, views them optimistically and seeks to nurture them and help them to become stronger. The leader does that by meeting two needs. There is a need for transactional leadership, that is, the leader providing benefits in exchange for the followers', perhaps calculating, support.

In addition, there is the need for transforming leadership where the leader arouses and engages people's emotions at a level of commitment beyond mere calculation. This, at its best, can be inspiring. The skill lies not just in espousing a mission, a set of worthwhile, principled goals, but in empowering others to take effective charge of more than they believed they could handle. It means devoting

power and responsibility, not clutching them to the centre.

Such spreading of responsibility is vital because we need resourcefulness and enterprise at every level, as we strive to enhance the competence of our organizations. As Warren Bennis reminds us in his new book*, it is a myth to think that leadership exists only at the top of the organization. There can be hundreds of leadership roles in an organization, not all permanent. Fostering such leadership skills, both for the nearly autonomous technical experts and also for those presently buried down in the organization, could liberate the latent energies of people to a degree normally tapped only in crises.

We cannot just focus on one particular type or level of employee if we are to raise the competence of organizations significantly. Galvanizing our economy and our society requires that firms enhance the capabilities of less skilled, less confident, less secure staff as much as they now have to entreat with, and co-opt, the highly-skilled, often scarce, mobile and employable experts.

*We have taken on board the idea that skill development and retraining are crucial to people's competence. What we have to improve is our translation of that idea into practice.

Tony Eccles is Professor of Business Policy at the London Business School and Director of Hawkhead Communications
*Leaders: The strategies for taking charge. Bennis & Nanus, Harper & Row 1985.

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For further details and an application form (to be returned by 7 March 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: T/6753.

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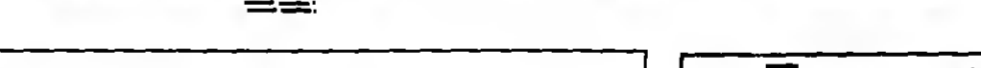
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GENERAL APPOINTMENTS



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R & D Engineers
Antennae & Microwaves
ERA is a progressive and highly successful organisation of international repute providing consultancy, research, development and design in advanced engineering technology. Extension of activities in the field of RF Technology creates unusual opportunity at a senior level for experienced engineers to work on the design, development and evaluation of antenna systems and microwave components used in advanced satellite communications. The positions will offer an exceptionally qualified engineers or physicists with in excess of two years' relevant experience who are keen to advance with specialists on state-of-the-art systems. Sound theoretical knowledge and good practical engineering skills are fundamental requirements. Rewards will include considerable opportunity for personal development and a competitive remuneration package. Applications should be sent to: The Personnel Manager, ERA, 200 High Street, London EC1A 3JH. Tel: 071 373 2727.

General Manager
£17,500 + car West Midlands
A disciplined, dynamic self starter is required to assume full responsibility for a manufacturing plant to be established in 1986. The product, which is currently imported, is well established and highly successful. In this key role, you will be required to build a capable and efficient team of around 30 staff, and be responsible for the manufacturing, administration and marketing operations. Probably in your 30's, your successful career progression must be one of steadily increasing responsibility and authority. Qualified to degree level, it is essential that you are a good innovative thinker with proven management skills, and fluent in spoken German. The attractive remuneration package includes a salary negotiable around the figure stated, and fringe benefits consistent with a major organisation.
Send full cv to: Angela Martin, PER, 154 Corporation Street, Birmingham B4 6TB.

Sales Support Draughtsperson
Attractive five figure salary Cheltenham
This company, a member of a successful international group, specialises in the sale of aluminium cladding and roofing in the UK, Ireland and conservation industry. The position provides office based support for the field sales staff and involves progressing of contracts, preparing drawings and quotations and liaising with German head office. Candidates, aged 25-45, should be qualified or experienced to minimum HNC level in building or structural engineering. Drawing office experience in cladding, building or constructional engineering is essential. The rewards include attractive salary and benefits, relocation assistance where appropriate.
Send full cv to: John Down, PER, Grosvenor House, 21 St. James Road, Gloucester GL1 1EH.

Sales Executive
Excellent package South East England
Subsidiary of a public quoted company marketing steel office products requires an energetic, hard working Sales Executive, experienced in trade selling to develop business from wholesalers and retailers. A good basic salary is offered with an open ended commission scheme, company car, business expenses and an excellent benefits package. Send a detailed cv to: The Marketing Director, Leabank Office Equipment Ltd, Vester Industrial Estate, Kerry Road, Newport, Powys NP23 6JZ.

Software/Systems Support Engineering
Norprint International is a world leader in the increasingly sophisticated label printing market.
Software Project Engineers
Attractive salary
You will work on development projects and standard or bespoke programs as part of a highly professional team producing text and graphics packages for label printing, overprinting and bar coding applications. Aged 23-35 with a degree or HND, you should have at least two years' experience in software engineering on micro or mini systems. Experience with Assembler for Z80/8086, Pascal/C or CPM/UNIX is required.
Systems Support Engineers
Attractive salary + car + incentive
You will support the UK field sales force by carrying out in-field assessment of customer requirements and offering specialist advice, including full technical specifications and costings, on hardware/software options. Aged 24-45, you must be qualified to HNC level and have a minimum of two years' systems analysis/computer experience, preferably including bar coding applications. Practical knowledge of micro computer systems is required backed by strong oral and written communication skills.

Large company benefits include assistance with relocation to the delightful market town of Bonon, which offers a wide range of leisure facilities and attractively priced housing. Send full cv to: Pam Sidway, PER, Leabank House East, Charendon Street, Nottingham NG1 5NS.

Export Sales Executive
Attractive salary + car Europe
Marley Waterproofing Export is growing rapidly with sales in North America, Europe, Middle East and Far East. We need an additional Sales Executive to expand our existing business in Europe. You have good sales record, fluency in German and preferably knowledge of the building industry. This position offers a competitive salary and excellent benefits package. Send full cv to: Mike Reed, Personnel Manager, Bowater-Johns Ltd, Castle Heddingham, Halstead, Essex CO9 3EF.

Senior Geotechnical Engineer
£15,000 + benefits Maidenhead based
Promoting, supervising M East projects for international geo-engineering consultancy. 40+; relevant post-graduate qualifications; promotional experience in M East; fluent Arabic.
Send full cv to: Philip Thompson, PER, 26 The Butts Centre, Reading RG1 1JL.

Sales Engineer - CCD's
£15,000 N Hants
Thomson Components is a world leader in industrial and government electronics and is highly active in the production of electron tubes and components. We are seeking to recruit a Sales Engineer to market an established range of products made by our Electron Tube Division. This includes opto electronic sensors and displays. The successful candidate will work closely with clients throughout the UK and be expected to follow up, identify and develop new business opportunities. Reporting directly to the Sales and Marketing Manager, you should be qualified to at least HNC level in electronics. Design and application experience is desirable. As well as the special challenges and demands involved in the job there are real career prospects with this progressive company. In addition to extensive travel throughout the UK, there will be occasional trips to our factory in France. An attractive salary will be negotiated. Benefits include a non-contributory pension, free accident and life insurance, free medical insurance, relocation assistance if appropriate, and a 2 litre car.
For an application form, please write or telephone: Lyn Horne, Personnel Secretary, Thomson-CSF, Farnborough, Hampshire, Tel: (0256) 39152.

Electrical Sales Engineer
£10,000 - £15,000 + car + comm S England
Electrical Engineer with proven sales record required to sell electrical cables and hazardous area equipment to dynamic contract engineering and petrochemical industries.
Send full cv to: Eranco Engineering Ltd, Station Yard, High Street, Meltham, Cambs SG8 6JL.

Engineering Opportunities
£10,500
Palcol Limited, part of the Belgian based UCB International group has its major UK manufacturing site at St Helens, Merseyside and are market leaders in the development of converted film packaging products.

Production Engineer
To be responsible for process development, implementation and maintenance of production systems, and closely involved with standard operating conditions, factory layout, capital investment and plant installation. Aged 25-30 you should be a graduate Mechanical/Production Engineer with not less than three years' production experience in the printing/conversion industry.

Electrical Engineer
This newly created position reflects the company's commitment to current technical advances. The emphasis will be on instrumentation and process control and the job holder will be responsible for all electronic services within the factory. It is expected that the successful applicant will ultimately take over full responsibility for connecting, maintenance and development. Aged 25-30 you should be a graduate Electrical/Electronic Engineer, with some working knowledge of modern printing machinery, particularly electronic drives. A minimum of two years' in a production maintenance environment is desirable.

The company offers attractive salaries and benefits packages, including full relocation costs where necessary. Applications in writing to: Mr C Crowther, British Spine Limited, Station Road, Wymondley, Cambs CB2 7BE.

Sales Administrator
Attractive salary + car N Essex
One of the UK's largest joinery suppliers, manufacturing a unique range of products that are unequalled in quality and design. Investment in further computerisation has created a need for an experienced Manager to assist senior management implement sales administration systems in line with planned sales growth. Candidates will have a proven track record in sales administration, have a working knowledge of computer based systems, have a strong personality and be excellent communicators. Rewards are an attractive salary, car and other benefits, together with an opportunity for further career development. Information: Write with full cv to: Mike Reed, Personnel Manager, Bowater-Johns Ltd, Castle Heddingham, Halstead, Essex CO9 3EF.

Technical Manager
£15,000 Margate
Thor Chemicals is a multinational manufacturer of specialty chemicals for paint, adhesive and textile industries. We require a Technical Manager to co-ordinate and develop production quality, efficiency and safety control. Candidates should be aged 30-40 with a chemistry or chemical engineering degree. Experience in chemical production is essential. This is an excellent career opportunity.
Send cv to: Managing Director, Thor Chemicals Limited, Remarque Road, Margate, Kent CT19 4JY.

Marketing Manager
Neg five figure salary + car Co Durham
My clients are involved in the manufacture of specialist paint coatings for building, leisure and industrial markets. They are a well established, successful company with significant development plans. Recent board level reviews have identified the need to recruit an experienced Marketing Manager to play a major role in the achievement of the company's medium term objectives. Reporting to the Managing Director, the successful applicant will be responsible for the total marketing function, including the identification and development of attractive 'niche' markets throughout the UK, the establishment of appropriate product packages and marketing sales literature and the identification of agents/distributors in appropriate market areas. Applicants aged 28-45 should have previous experience of marketing through agents and sales based in or have some familiarity with the North East. It is probable that the successful applicant will not have previous paint industry experience. The salary and benefits package will be fully commensurate with the level of responsibility attached to the post. It is expected that profit sharing will be introduced in due course.
For further information and application form please write to: Jill McIntyre or Suzanne Topham, PER Newcastle on Tyne (0632) 618418.

Group Training Manager
£11,000 + car Plymouth
Plymouth Engineering Group Training Scheme Ltd wish to recruit a Group Training Manager. This most challenging and influential position gives the opportunity to provide training expertise not only for the engineering training centre, which is located in a pleasant environment on the outskirts of Plymouth, but also within the many engineering companies that form the group. The manager is responsible for the further development of the group, which embraces all aspects of industrial training, and for the control and motivation of 14 staff. The position requires an entrepreneur having proven management and training skills, acquired within the engineering industry. Appropriate remuneration will be offered, which includes car and contributory pension scheme. A contribution towards relocation will be considered where applicable. Apply in writing to: Mr R G King, Chairman, PER, 6715, 6716, 6717, 6718, 6719, 6720, 6721, 6722, 6723, 6724, 6725, 6726, 6727, 6728, 6729, 6730, Plymouth, Devon.

Sales Manager
£10,500 + car Northamptonshire
An expanding group require a Sales Manager to control five bakery shops and wholesale trade in the Northampton area. This involves responsibility for staff, liaising with shop managers and bakery staff on quality and customer service. Candidates, 26-35, must have previous management experience with some sales, and be a graduate Mechanical/Production Engineer with not less than three years' production experience in the printing/conversion industry.
Send full cv to: Judith Murray, PER, Bankfield House, New Union Street, Coventry CV1 2PE.

Material Controller
The Enfield factory Material Control Department is involved in scheduling components and part finished goods to the value of £20m p.a. The prevailing philosophy is MRP, the system can be computerised. We are seeking to recruit an experienced materials control practitioner to manage the team performing this increasingly important function. The successful applicant will have worked for some time in a Material Control Department having attained a professional position. There will be heavy exposure to OPT/JIT or MRP philosophies. The environment will have been pressurised, possibly in a factory. We are looking for someone with a record of achievement but with some way to go in a career we would wish to further develop. The position carries a generous salary backed by a service related bonus and benefits which include 25 days' holiday, home ownership scheme, contributory pension scheme, sickness benefit and subsidised staff restaurant.
Apply to: Personnel Manager, Thorne EMI Ferguson, Great Cambridge Road, Enfield, Middlesex EN1 1UL quoting ref: D17A.

Committee Administrator
£9,500 + benefits North West London
Required by a leading Trade Association, responsibilities include taking minutes, research and preparation of proposals for the committee's benefit. Applicants, with a good honours degree and excellent written skills should apply to: Tony Colton, PER London North, on (01) 938 3484.

Research Co-Ordinator
£14,000 London
Responsible for the initiation of new programmes and co-ordination of research into international/national law practices relating to consociation. Good law degree plus research experience in international human rights published work-related field. Preparation of documents to a high standard. A working knowledge of three languages essential.
Send full cv and publication list to: Barry Johnson, PER, 4th Floor, Rex House, 4-12 Regent St, London SW1Y 4PP.

Chief Electrical Engineer
£13,800 + benefits Walton-on-Thames
The British Electrotechnical Approvals Board requires a Chief Electrical Engineer to be responsible as an Assistant Director for the management of the Board's Approval Scheme for domestic electrical appliances. The successful candidate will be assisted by five engineers. Candidates must be chartered or graduate engineers with proven communication ability and sound working knowledge of BS 1363. The appointment attracts a substantial salary of £13,800 plus a generous benefits package including relocation assistance where appropriate.
Apply with cv to: Mr R J Simpson, Secretary, BEAB, Mark House, 9/11 Queens Road, Esherham, Walton-on-Thames, Surrey KT11 5NA. BEAB Approved.

Operational Managers
£12,000 + car + benefits South East
To maintain existing contracts and contribute to the development of new business in an expanding sector of the service industry. 25-40, graduate or similar, you will ideally have a line management/marketing background combined with the commercial awareness and determination to manage continuing improvements in business.
Send full cv to: Christine Jordan, PER, Lambert House East, Clevedon Street, Nottingham NG1 5NS.

Membership Secretary
£9,000 - £11,900 Central London
The Institute of Chartered Secretaries and Administrators seeks an experienced local government administrator to promote its professional services to members in local government. Your responsibilities will include promoting, class and implementing the policies of this specialist membership group, and acting as secretary to members meetings, reviewing a grant-in-aid or member contribution. Your responsibilities will include promoting local government administration - now seeking to broaden your career in a progressive and rewarding environment. Send full cv to: Helena Schart, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.

Mechanical Design Engineer
£10,500 Watford
Polman, a well established scientific instrument manufacturer, requires a person with several years' design experience in light engineering, qualified to HNC/D. The position involves the total design of low volume scientific concepts/production incorporating interesting technologies.
Contact: Mr D Chesbrough, Polman Limited, Tel: (0923) 37444.

Senior Project Engineer
Instrumentation Package Walton-on-Thames
Air Products is a highly successful international process engineering company engaged in the design, construction and operation of air separation, gas purification and chemical process plants. We wish to strengthen our newly formed Package Equipment Group by appointing a Senior Engineer whose proven ability in instrumentation is matched, ideally by some experience of light electrical, mechanical and process engineering. The Package Equipment Group is responsible for the specification and co-ordination of equipment packages which include boilers, cooling towers, distill, chillers, heaters and other major components in the company's industrial gas/plant. The successful applicant, preferably a chartered engineer aged 27-40, should have a minimum of five years' relevant experience, possess good communication and management skills and be expected to lead through instrumentation work. A sound knowledge of company standards and practices relevant to instrumentation in the process industries is required. We would like to hear from Chartered Engineers with solid experience and the potential to advance within the company. You will be offered a highly competitive salary/benefits package, real status and excellent career development opportunities. Please telephone: Alan Clever on (0923) 249554 or send full cv to: Air Products Limited, Esherham, Place, Welwyn Road, Walton-on-Thames, Surrey KT12 4BZ.

We're seeking a dynamic Manager.

Are you looking for a new challenge?

£12,000 - £14,000

Milton Keynes

In an acre of grounds at Milton Keynes, BUPA has created a home for the elderly built on a positive approach towards personal care and support. The design, which incorporates single 'en suite' rooms, guest/hot stay facilities and a whole host of leisure activities, is geared towards independence, dignity, privacy and choice. The priority is to maintain the comfortable environment within this 36-roomed home, and continue to enhance its success - a rare opportunity for an experienced Nurse Manager who is now ready for a new set of challenges.

As the overall Head of the home, it'll be up to you to motivate its staff and ensure its exceptional potential is fully realised. Using all your energy, imagination and communication skills, your immediate task will be to promote awareness of the home and continue to build its reputation within the community. Integration is vital to success and the maintenance of strong links with the local authorities, community organisations and support services will be imperative. In this, as in everything else, you'll have the full support and considerable resources of BUPA behind you.

This is clearly a role for a mature individual who prefers to be judged by solid results and real achievements... someone with ideas to whom management means more than merely administration and delegation.

If you're equal to the challenge, you can look forward to a satisfying and highly rewarding career with BUPA in an area of care where we plan to grow. In return for your leadership qualities plus an understanding of the elderly and their needs, we're prepared to offer:

- Salary negotiable up to £14,000
- Relocation assistance if appropriate
- Accommodation while settling in
- Mortgage subsidy
- Free BUPA for you and your family
- Free life assurance
- Pension scheme
- Free meals whilst on duty

If you'd like to find out more through an informal discussion, please phone Sylvia Quayle or Sharon Townsend on (01-831 2688), or write to: Miss S. N. Quayle, General Manager, Care for the Elderly, BUPA Hospitals, Dolphin Court, Great Turnstile, Lincoln's Inn Fields, London WC1V 7JL. For an application form, please contact the Personnel Department at the same address.

BUPA
Care for the Elderly

Products and Services Planning Manager
Glasgow Up to £17K

West of Scotland is a major new British Telecom District with a rapidly expanding nine figure turnover providing the most comprehensive range of products and services of any telecommunication supplier in the UK. They range from services provided over networks and via public exchanges, through the most complex and advanced switching systems for major companies, to a vast range of smaller apparatus for businesses of all sizes and the basic residential telephone.

We are now seeking to appoint a production services planning manager who will head a team responsible for the evaluation of products offered by British Telecom and external suppliers, market segmentation and preparation of product packages to suit market sectors identified. The job will involve close liaison with British Telecom Headquarters, other British Telecom Districts and customer-facing divisions within the District. It entails the control of sales achievement by the district field sales force through the pay plan, and will provide an advisory service on the Districts stance towards competition within the terms of British Telecom's operating licence.

Applicants should have a successful track record in product management with emphasis on sector marketing and ideally a good knowledge of UK telecommunication markets. Sound analytical skills and commercially structured thinking are essential.

Applications in curriculum vitae form should be submitted to Ron Colbrun, British Telecom Scotland and Northern Ireland Territorial Office, PE111, Canning House, 19 Canning Street, Edinburgh EH3 8TH. (Telephone 031-222 2282).

British TELECOM

Area Supervisors in France
Rapidly expanding heavy contracting company seeks Area Supervisors based in France for forthcoming season - previous experience as competent supervisor essential. We are looking for a self-motivated person, willing to drive long distances on a regular basis, work hard and irregular hours, and take full responsibility and get on terms in appearance and behaviour. A sound knowledge of the French language is required. Please write with full CV to Personnel Dept, Keycamp, 62 Lind Road, Sutton, Surrey SM1 4PL.

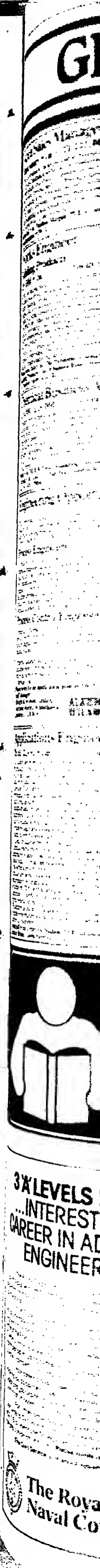
FINANCIAL ANALYSIS
Ovalport required for expanding firm to train to credit analysis dept of leading city Financial Information Company. Extensive training given. Excellent opportunities.
D.W. CLARK FCA
100 High Street
London EC2A 4RQ

RESIDENTIAL NEGOTIATOR
Due to our continued expansion we require an additional trained residential negotiator. Must be lively, energetic, and well-motivated. Must have a minimum of 2 years' experience in residential sales. Please write to: Mrs J. M. Quinn, Personnel Manager, 270 East Court Road, London SE15 5AS.

LATE 20's/EARLY 30's
Energetic person needed to help small Specialist Management Training company run its Company programmes. Must be enthusiastic and capable of motivating people. (Sense of fun and humour is a useful asset).
Telephone Oxford (0865) 722975

MAYFAIR
Experienced Secretary PA required for busy directors of small public sector company. Excellent salary and work/life balance. All staff are well motivated. Interviews by phone. Salary negotiable.
Phone: 01-409 3186

WIMBLEDON 1986
Attractive salary required to chauffeur tennis stars during Wimbledon fortnight. 4 years driving experience on full licence essential. With equivalent knowledge of London required. Reply to: BOX 150



GENERAL APPOINTMENTS

Area Sales Managers
Basic salary + car (OTE £25,000)
Due to expansion vacancies exist in Scotland, the North, South and Midlands within an established software development/distribution company for self motivated people who respond well to a challenge, have a proven track record and will be computer literate. Candidates will be involved in the design, installation, maintenance, and repair of accounting systems and ability to expand and support our client network.
Send full cv to: **Paul Morgan, PER, 62-64 High Street, Southampton SO9 2EG.**

Works Engineer
Building Products
£15,000 + car
South Cambridge
Element, an autonomous £25 million subsidiary of a multinational group, produces calcium silicate fibre cement building products on a semi-continuous wet process. Due to retirement, the company seeks a Works Engineer to take a multi-disciplined role in the production department and take responsibility for repair, maintenance, budgets, operating costs, planning, capital investment, process development and administration. Candidates will have a minimum HNC or equivalent with sound practical experience in continuous process plants, preferably computer controlled. They will be self motivated and have excellent team leadership skills.
Please send full cv to: **The Personnel Manager, Element Building Products Ltd, Whittlesford, Mildenhall, No Road, Herts SG8 5RL.**

Chemical Business Analyst
£10,000 - £15,000
Central London
A leading petrochemical marketing and planning consultancy seeks a professional Business Analyst with chemical industry experience. The role requires a degree in chemistry, experience aged 25-35, to strengthen its research team. The role requires facility in meeting and interviewing senior executives, a willingness to travel worldwide, and the ability to handle a high volume of work in a fast paced environment.
Send cv to: **Mr B W Fryer, Managing Director, Personnel Ltd, 111 Hay Hill, London W1X 7LP. Tel: (01) 493 2964.**

Engineering Opportunities
The Corporate Engineering Department of Albright & Wilson Ltd - international manufacturers of chemicals - has the following engineering opportunities based at their Wrexham, Walsby, and Cumbria.
Process Engineers
A Senior Process Engineer with an honours degree in chemical engineering and proven supervisory experience is required to lead a small team involved in process design and commissioning of computer controlled plants. Process Engineers experienced in process design, commissioning and start-up of chemical plants are also required. You should be a graduate Chemical Engineer with specialist knowledge of process and computer science.
Process Control Engineer
A graduate Chemical or Control Engineer, to join a group working on the definition, design and application of modern digital control systems for new capital projects and existing plants.
Attractive salaries and generous benefits are offered, including non-contributory pension scheme, life assurance and relocation expenses to this pleasant area of the Cheshire coast.
Please write for an application form to: **Mr P N Smith, Staff Manager, Albright & Wilson Limited, Marsh Works, Walsby, Cumbria CA28 8QQ.**

Applications Engineer
To £12,300 + car
Cheltenham
My clients are world leaders in the design, development, manufacture and sale of specialised precision industrial valves and related equipment used in a variety of process and environmental control systems throughout the UK and overseas. This important position provides sales by providing technical information and advice to customer and technical support for outside sales staff. Production of quotations and initiating and organising customer equipment trials will be important parts of the role. Backed up by a Technical Assistant, you will act as a driving force on new product development teams, and great value will be placed on reports, information sheets, and articles which you will circulate within the company or contribute to technical publications. Attendance at occasional exhibitions required. We seek candidates aged 30-45, HNC level, ideally from an applications or project engineering role within a process environment (typical examples include steelworks, food processing, textiles) with ideally an emphasis on steam, water or air controls. Alternatively, you may be CIBS with heating and ventilation design experience. Excellent negotiable salary, car and major group benefits including non-contributory pension. Relocation assistance considered where appropriate. Ample opportunity within worldwide organisation for career development.
Send full cv to: **Mr M Wilson, PER, Grosvenor House, Station Road, Gloucester GL1 1TD.**

Sales Executives
Telephone Management/Information Technology
£15,000-£20,000+ including bonus
North London-Northern Home Counties
Systems Reliability plc are the leading manufacturers and suppliers of computer based telephone management information systems and their party contract maintenance. The demand for their products and services in a fast expanding market has created the need for additional sales staff. Ideally candidates will have proven sales experience within the computer/telecommunications field. However, training will be given to the right candidate from an information technology/capital goods background who has a business orientation and an interest in the use of computers.
Please send full cv to: **Mr J. L. Jones, Company Car, Profit Share Bonus and Pension Scheme are offered. Personal Office, Systems Reliability plc, 480 Dallow Road, Luton, Beds LU1 1UR.**

Production Engineer
Salary £12,000
N London
BOC Cryoplasts Limited is a member of the BOC Group of Companies, and is a world leader in the design and manufacture of low temperature process plant and cryogenic storage vessels. The environment is medium to heavy engineering/fabrication, employing sophisticated methods and techniques of production. Our requirement is for a Chartered Engineer with experience of jig and tool design, plus a knowledge of plant layout and materials handling in a similar industry. Experience of welding engineering and work study would be beneficial. Equally important is the personal qualities of self motivation, innovation and the confidence to spend money. Benefits as with a large employer.
Please write enclosing a cv to: **Personnel Officer, Manufacturing Division, BOC Cryoplasts Limited, 177 Angel Road, Edmonton, London N18 3BW.**

Marketing Biotechnologist
The BIOSTREAM separator is marketed worldwide by CIB Developments Limited, a John Brown Company. It takes advantage of the unique properties of the laboratory and production for the first time. We are seeking a Biotechnologist to strengthen our marketing team by consulting leading companies engaged in downstream processing. This is an excellent opportunity to use your technical skills while developing a career in marketing. You will be responsible for identifying and securing new industrial clients while developing a career in marketing. You will be responsible for identifying and securing new industrial clients while developing a career in marketing. You will be responsible for identifying and securing new industrial clients while developing a career in marketing.
Please contact: **John Wilkinson, Marketing Manager, CIB Developments Limited, Airport Services Road, Portsmouth, Hampshire PO3 5PC. Tel: (0705) 644911.**

Project Engineer
Derbyshire
Attractive salary
Sillolene Lubricants, leading independent refiner and blender of lubricants in the UK, has an investment programme to increase refinery capacity and profitability. To maintain the technical lead we hold in this field we wish to increase the capability of our Project Engineering Department by recruiting a Project Engineer.
Candidates, experienced in the design and construction of process technology (preferably oil related), will have the practical skills of basic process design, equipment specification, piping and instrument diagram development together with operations experience.
Applicants should send a detailed cv to: **Personnel Manager, Refinery & Company Limited, Sillolene Oil Refinery, Belper, Derbyshire DE5 1WR.**

Sales Representative
Attractive salary + car
SE England
Due to rapid expansion Twiflex Ltd, manufacturers of industrial clutches, disc brakes and flexible couplings, urgently need a Technical Sales Representative. The post involves selling our products and giving technical advice to both new and existing customers in SE England. 28+ qualified to at least ONC mechanical engineering. Knowledge of the power transmission industry an advantage. Benefits package includes attractive salary, company car, 25 days holiday and pension scheme.
Full cv to: **Mr Brian Docherty, Personnel Manager, Twiflex Ltd, 104 The Green, Twickenham, Middlesex TW2 5AQ. Tel: (01) 819 1181.**

Sales Manager
Attractive salary + car
South Coast
At Hydroco (Hannover) we need a Sales Manager to head up a team responsible for developing our hydraulic systems (sales £1 million). Aged 30+ with a proven track record in sales engineering you'll assume total profit responsibility for the whole product group. Benefits include 25 days' holiday, BUPA and relocation assistance.
Please send full cv to: **Mr A. E. Jones, Personnel and Training Manager, Hannover Engineering Ltd, Fleet Corner, Poole, Dorset BH17 7LA. Tel: Poole 675123.**

Sales & Marketing Director
Feltham, Middx
Restructuring of the "stump-off" of the company which is within the Mono-Sanders Ltd. (U) Company has produced this vacancy. Traditionally suppliers of chemical dyes, we are following the recent acquisition of the Dye House market pump business, the position with its larger and underdeveloped sales portfolio, offers challenge and job satisfaction. If you are aged 35-45, have an engineering qualification, experience of selling in the chemical process or water treatment industries and can exhibit leadership and marketing skills, we can offer a rewarding responsibility working within a small and committed team. Remuneration is negotiable, will reflect the importance of the job and include the usual large company benefits. If you think you can provide the necessary contribution and wish to prove it, please send your cv in complete confidence to: **Mr C M Capes, Managing Director, MFL, Paines Limited, Victoria Road, Feltham, Middlesex TW13 7DS.**

Development Engineers
£12,000 + car
BOC Limited is the UK market leader in the supply and manufacture of industrial gases with a consistent record of growth and profitability. BOC's Sales Development Department is the business unit concerned with the development of new processes and applications in industry to produce the sales of BOC gases. Internal promotion and business expansion has created the following vacancies:
Sales Development Engineer
The prime area of responsibility will be to promote, develop and increase the use of oxygen in waste water treatment, particularly to attract business from Water Authorities. Candidates should be aged 25-35, educated to degree level or equivalent in an appropriate discipline, with minimum three years' experience in waste water treatment. Membership of IPIE, IWES or IWPC preferred. Sales experience useful but not essential if required.
Design & Development Engineer
The main areas of responsibility will be to provide a technical base and support for the installation of oxygen dissolving equipment in waste water treatment plants. Candidates will be aged 25-35, with an honours degree in chemical engineering or closely related discipline. Three years' industrial design and development experience and a track record of carrying out performance investigations and trials of customer sites. Efficient treatment experience an advantage.
Both posts require sound commercial sense and extensive travel to customer sites. Relocation assistance provided where appropriate. Excellent salaries and benefits. Write, with full cv to: **Mr J. R. Burt, BOC Sales Development Department, 78-82 Regent St, London SW1V 4PP. Tel: (01) 930 3484.**

Management Opportunities
Wrexham
A fast expanding organisation has vacancies in two of its divisions for hungry, ambitious young managers.
Production Manager
Reporting to the Purchasing/Production Director, you will assume complete responsibility for the full production capacity of an operation employing 150 people on a continuous shift system in the manufacture of disposable nappies and related products. Planning and work loading are areas of major importance in an environment of high speed continuous process production, and candidates, preferably aged 30-40, should be experienced in this type of manufacturing operation, and capable of discussion at board level on management, financial and production matters.
Marketing Manager
A young marketing professional with a very aggressive sales pitch is required to spearhead the marketing drive for an established new range of industrial clothing. This is an opportunity for a career minded candidate to create and implement an ongoing marketing strategy for a high quality product range.
New! At last, positions are available - competitive salary, company car and generous benefits package. Send full cv, indicating in a brief position you are interested, to: **Janet Roberts, PER, Hellyn House, Rhoose Rd, Wrexham LL11 1NE.**

Sales Executive
Telford, Shropshire
Sales Executive required, having previous experience in the light engineering field. Initial responsibilities will include export sales and some practical knowledge of export selling and procedures will be a distinct advantage. Candidates with previous management experience and of a calibre for future promotion to General Manager will be preferred. Preferred age 30-40 years. This is a unique opportunity to join a very progressive and old established company, and a commensurate salary plus car and other benefits will be offered to the successful candidate.
Send full cv to: **Janet Roberts, PER, Hellyn House, Rhoose Rd, Wrexham LL11 1NE.**

Company Secretary
Designate
To £16,000 + car
High Wycombe
Biffa Limited, part of the BET Group, are among the leading in the waste disposal industry, operating a collection, transportation and disposal service across much of the UK. As a result of restructuring within our centralised Administration Division we have a vacancy for a person, probably aged 30-45 years, qualified to ACIS level and supported by relevant industrial experience, to join us, initially, in the role of Assistant Company Secretary. The successful applicant will take over most of the administrative and company secretarial work presently undertaken by the Financial Director/Company Secretary, with a view to ultimately assuming full control, with the position of Company Secretary being confirmed. The responsibilities will include personal, insurance, legal matter related to commercial contracts and liaison with group on the employee share save scheme. With further developments envisaged, there will be an ongoing challenge in the role. In addition to the salary level indicated, the staff terms and conditions of employment are in line with those associated with a progressive organisation.
To apply, please send comprehensive cv to: **Mr Alan Hickman, Group Personnel Manager, Biffa Limited, Kingsmill, High Wycombe, Bucks HP10 9TD.**

Senior Sales Engineer
Advanced Automated Systems
£14,500 + car
East Midlands
Required by successful engineering group to sell high pressure water washing machines, using machine tool techniques, primarily to the automotive industry. The successful candidate will be responsible for the sale of our products, and will be required to visit customers' sites, explain the machine tool industry's sales experience, within the machine tool industry or with a manufacturer of custom built machines. Send full cv to: **Mr Colin Taylor, 4th Floor, Rex House, 6-12 Regent St, London SW1V 4PP. Tel: (01) 930 3484.**

Sales Executive
Neg salary + bonus + car
S England
Finned manufacture and market connector radiators for central heating and with new competitive designs they are entering expansion in a sales career. Excellent opportunities for career development and satisfaction. Responsibilities include sales, sales experience selling to specialists of heating or allied products, self motivated, and able to fulfil a sales career. Excellent opportunities for career development and satisfaction. Responsibilities include sales, sales experience selling to specialists of heating or allied products, self motivated, and able to fulfil a sales career. Excellent opportunities for career development and satisfaction.
Send full cv to: **Alison Webster, PER, 75 High Street, Chislehurst, Kent BR7 5AG.**

Marketing Services Manager
Beckenham, Kent
A major manufacturing company within the computer supplies industry, market a comprehensive range of products, including their own computer ribbons. Responsibilities will involve the collation and production of catalogues, as well as marketing activities, from a similar or allied background, you should have previous marketing experience. Salary and prospects should not be a limiting factor for the right candidate.
Send full cv to: **Mr James Hamble, PER, 71 High Street, Chislehurst, Kent BR7 5AG.**

Lubricant Sales & Marketing Opportunities
Elf Oil (GB) Limited is the UK Marketing Division of a major international petroleum and chemicals group. We are now recruiting for the following posts:
Representatives
Manchester/Cheshire, Hereford/Worcester
Package: £11,000 including commission + car. Aged 25-35 you ideally have a good track record in selling to industrial sectors, haulage contractors, agriculture etc. You will maintain and develop market penetration of our range of lubricants and industrial fluids. Full training and technical assistance will be given.
Marketing Trainee
Atrincham
Aged mid 20's and preferably a graduate in a scientific discipline with two years' sound experience, you will now be ready for our comprehensive training programme. You will support the sales team in the UK. Hard work, numeracy and commercial awareness will help you towards a challenging career in a leading organisation.
If you feel you can meet the challenge offered by these positions, please send a detailed cv or phone for an application form indicating the position which interests you. The Personnel Dept, Elf Oil (GB) Ltd, Elf House, PO Box 80, Woodlands Road, Atrincham, Cheshire. Tel: (061) 928 6477.

Executive Engineer
Construction Materials
Five figure salary
Suffolk
Stratini are the UK subsidiary of an international group, manufacturing and marketing a range of metal, roofing, cladding and partitioning systems into the construction industry. Expanding activity and an ambitious programme for further development has created the need for an Executive Engineer to strengthen their team at senior management level. Aged 28-40 you will ideally have structural engineering qualifications and experience in, or closely related to, the roofing and cladding industry. A proven track record in a technical services or product development role will be a distinct advantage. Based at their works in rural Suffolk, the successful candidate will be responsible for the marketing team and product development and innovation. Some development projects will be carried out for their overseas companies, likely entailing travel abroad. This position is a keystone in their programme of planned growth and requires the full commitment of an enthusiastic and strongly motivated professional able to produce results. Sound commercial judgement, the ability to communicate effectively at all levels and get on well with colleagues in a teamwork environment are essential requirements. The rewards for this challenging position are an attractive salary plus participation in a profit sharing bonus scheme, together with other benefits including a company car. Assistance with relocation to East Anglia will be available if appropriate. Career prospects are excellent. Contact: **Stewart Kemp, PER, Norfolk Tower, Surrey Street, Norwich NR1 3PA. Tel: (0603) 617426.**

Export Sales Manager
£13,000 + car
Carns/Suffolk borders
Part of a major British group, my clients are involved in the manufacture of agricultural machinery. The job involves the development of sales through agricultural distributors, primarily in the European and North American markets. This entails detailed customer contact, and it is expected that a substantial proportion of time will be spent overseas. This will involve sales, representation, will be on a regular basis, and the successful candidate will be fluent in at least one other European language. The salary and car is in addition to the normal fringe benefits associated with a senior appointment.
Send full cv to: **Andrew Simmonds, PER, Block A, Brooklands Ave, Cambridge CB2 2HL.**

Sales Engineer
Attractive package + car
South West (Avon)
Gates Hydraulic, a European subsidiary of the Gates Corporation, is a leading manufacturer of hydraulic components. In the South West area we are seeking a Sales Engineer who will be responsible for the sales and marketing of our products, primarily high pressure hydraulic hoses and couplings. Candidates should ideally be 25-35 years of age, have a degree in mechanical engineering or a related discipline, and have gained practical experience in the engineering industry. Reward package includes a good basic salary, sales orientated bonus, company car and exceptional benefits.
Please write with cv to: **Ron Rowland, Gates Hydraulics Ltd, Station Road, St Neots, Cambridgeshire PE19 1QF.**

Project Engineer
Pharmaceuticals
Negotiable salary
Swindon
Roussel Laboratories, part of a large international pharmaceutical group, requires an additional qualified Engineer to support a continuing programme of capital investment in its modern manufacturing facilities at Swindon. Reporting to the Chief Engineer, the position will have responsibility for the selection, installation and commissioning of manufacturing and packaging equipment. Candidates should have a degree in mechanical or electrical engineering and have had practical experience in a production environment, preferably in the food or pharmaceutical industry. An excellent package of salary and fringe benefits is offered, including generous assistance, where appropriate, with the cost of relocating to this attractive part of Wiltshire.
Please send your cv to: **Rosemary Curtis, Assistant Personnel Manager, Roussel Laboratories Limited, Kingsfisher Drive, Coningsham, Swindon, Wiltshire SN3 5BZ. Tel: (0793) 24411.**

Senior Sales Engineer
Basic + comm
London Home Counties
We are an international company and amongst the market leaders in the manufacture of pneumatic and electronic control equipment, control valves and flow meters. Reporting directly to our UK directors, you will be responsible for all industrial sales in the above area. Ideally aged 30-45, you will be an engineer with a good knowledge of the control and instrumentation industry, the ability to communicate effectively at all levels and the drive and ambition to succeed. Technical support will be provided by an experienced team of engineers. The remuneration for this important position will be a high enough to attract the right person. It includes a good basic salary, commission, a quality company car, expenses, BUPA and permanent health insurance.
Apply with cv to: **Mr P H Tamm, Managing Director, Applied Controls (London) Ltd, Fulmer Road, Avebury, Redhill, Surrey RH11 2NL.**



PER
P.S. For details of over 1000 more executive-level jobs published in our own newspaper, Executive Post, call Teledata on (01) 200 0200 or complete the coupon.

Name _____
Address _____
Occupation _____
Date of Birth _____ Salary required _____
Employed or Unemployed? _____
Send to: **Roy Ward, PER, FREEPOST, Runcorn, Cheshire WA7 2BR.**
(No stamp needed). 24 hour answering service (0742) 750197. Ref: T

3 'A' LEVELS IN 1986 ... INTERESTED IN A CAREER IN ADVANCED ENGINEERING?

The Royal Corps of Naval Constructors is a civilian professional body of Naval Architects, Mechanical Engineers and Electrical Engineers, providing the Navy with up-to-the-minute design and construction technology for its warships.

With 3 good 'A' level passes in science and mathematical subjects, you could embark on a training programme that will take you through an engineering course in Plymouth followed by an Honours Degree course studied either at the Royal Naval Engineering College, Monmouth or at University College, London, followed by a 1 year MSC course. Subsequently, a nine-month period including further training in management, followed by a period at sea will complete your preparation for a career in the Corps.

Your career is guaranteed to be packed with challenge and variety involving you across the full spectrum of warship building technology, including nuclear and gas turbine propulsion systems, advanced electronic communication systems and computer controlled weaponry.

For further details and an application form (to be returned by 7 March 1986) write to Civil Service Commission, Alencor Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref. T/6754.

The Civil Service is an equal opportunity employer.

The Royal Corps of Naval Constructors

BUSINESS INFORMATION MARKETING

This dynamic organisation has an unequalled reputation for its efficient business information service provided to companies in the banking, retail, financial and commercial sectors. An innovative pioneer in this highly competitive marketplace, it is expanding rapidly due to new product development, the latest data retrieval facilities, and a fast cost-effective service. The organisation is looking for marketing professionals with the skills to match their strengths and play a major part in the next phase of the expansion programme.

SENIOR MARKETING EXECUTIVE £16K + Car
As well as contributing to the development of an overall marketing strategy, we will ask you to identify new areas of growth, produce marketing proposals and detailed product plans, then ensure that these plans are implemented. You will be dealing with the day to day activities of the department including extensive supervision of outside design, advertising and sales promotion agencies.
You will hold a business studies degree or equivalent and have had at least 3 years success in marketing - if this experience has been in direct marketing, information technology or the financial sector - all the better.
You will have first class communication skills, an organised creative mind, enthusiasm to meet a challenge and be actively seeking career development.

MARKETING ASSISTANT £12K
An integral member of the marketing team, your role will be the accurate analysis of sales and marketing data and research - a critical factor in the preparation of corporate plans. You must have both the expertise to evaluate and the confidence to recommend actions based upon your findings.
It is crucial that you take the initiative with projects, and enjoy working under the pressure of constant deadlines.
This is a superb career opportunity for a recent graduate holding a minimum of 1 years experience - ideally from a major company within the computerised business systems field.
Contact: **Chris Matchan** or send a full C.V.

TECHNOLOGY APPOINTMENTS
7 PRINCES STREET, W1, 01-629 7282

THEATRE SISTER
ABDULLA FOUAD HOSPITAL
Dammam, Saudi Arabia

Abdulla Fouad Hospital is a modern hospital of 340 beds serving the Eastern Province.

It is proud of its tradition of dynamic theatre nurse sisters responsible for a broad range of theatre services. Due to the recent departure of our sister in charge - we are looking for a progressive, forward thinking, highly organised Sister as replacement. We put great emphasis on our 'Esprit de Corps' so we need a good sound clinical nurse - with exceptional management skills.


A recognized ENB (UBCNS) course is always useful. If you are appropriately qualified and experienced, we offer a tax free salary, 1 year renewable contract, 30 days annual leave, 8 local holidays, generous end of contract bonus together with free accommodation and free medical care. Please contact:

Abdulla Fouad Corporation
London Office
40 Duke Street
London W1M 5DA

GENERAL APPOINTMENTS

Jane Norman Ltd
 153 Oxford Street, London, W1
 is an established and expanding fashion retail business. We are currently recruiting staff for the following positions:
Assistant Management for our Knightsbridge, Oxford Street and S.E. London branches. 19/24 yrs. Experience in retail management would be advantageous. Excellent basic salary and the opportunity to earn commission.
Assistant to Executive Director in Computerized Distribution Department in Oxford Street. 5 'O' Levels including maths essential, 21-25 yrs.
Trainee Junior Accounts Assistant 16-18 yrs, to work at Head Office. Maths 'O' Level pass essential.
 Student (awaiting University Entrance 1986/87) required as Receptionist/Clerical Assistant (no typing) for Head Office £100 p.w.
 Please phone Alison Rochon 01-437 6132

Unemployed?
It's not worth looking for help



Being unemployed when you're over 35 is no joke. You have always considered yourself hard working, successful and ambitious but after all the 'phone calls and unsuccessful interviews, it's fairly easy to start thinking that you really are unemployable.

At Chusid Lander we understand how you feel but more importantly, we know how to help you. We've been helping thousands of people like you for many years.

Chusid Lander are a group of specialist career consultants who, for many years, have helped people like you realise their true career potential and find their real vocation. We give you the advice and guidance you need to get the right job for yourself.

So just when you might be thinking that nothing can help you, remember that we may be the only ones who can.

Telephone us now to arrange a confidential personal assessment without obligation, or write to: The Administrator, 35/37 Fitzroy Street, London W1P 5AF, enclosing a brief career summary.

LONDON 01-580 6721 MANCHESTER 061-228 0089
 BIRMINGHAM 021-643 8302 NOTTINGHAM 0449 37311
 BRISTOL 0272 22367 GLASGOW 041-332 1502
 BELFAST 0232 621824

CHUSID LANDER

SCANIA

Scania, the truck division of the Saab-Scania Group, is one of the world's most successful heavy truck manufacturers. Scania trucks are marketed in more than 80 countries worldwide and have established an enviable reputation as a premium product wherever trucks are in use.

Scania (Great Britain) Limited is a Saab-Scania subsidiary employing some 110 people and has the responsibility for marketing the Scania products and services throughout the U.K. We now seek to recruit a

CHASSIS ADMINISTRATION MANAGER

This is a new and senior position within our Truck Marketing Department reporting directly to the Director of Marketing. Responsibilities will include the development and implementation of a new and centralised chassis stockholding scheme and the management of the sales office operating with an IBM 38 computerised system and handling chassis ordering procedures.

The successful applicant will probably be a graduate, highly numerate and with experience in logistics and forecasting, possibly in a production planning environment.

The position is based at our offices in Milton Keynes and we offer an attractive salary and a full range of benefits.

For application forms further details please telephone or write to:
 Mrs. Debra Conway,
 Scania (Great Britain) Ltd.,
 Tompshill, Milton Keynes,
 Buckinghamshire MK13 0JH
 Tel: 0525 514040



You like research, but where is your future?

Certified engineer in chemistry, your basic knowledge in fabrication comes from work in laboratories. You wish to join our group which is well known for its growing activities; our companies are very interested in the oil business and are present in many foreign countries.

We offer you the opportunity to work with a young and performing team. You like challenge, team-work. Short business trips are required for these jobs.

You will be in charge of:
 - either the industry (R&L YG/1307)
 - or the automotive field (R&L YG/1308)

You will be working under the supervision of our Research Center manager. You will be assisted by research chemists in FRANCE at LA ROCHELLE where you will live.

Il n'est pas nécessaire de parler couramment français, un perfectionnement étant envisageable; toutefois, une bonne compréhension de cette langue est exigée.

Please, send your resume and specify the job reference to: CAPFOR - 15, me de la Paix - 75002 PARIS (FRANCE).

CAPEFOR
 PARIS - LYON - ALGER - MARSEILLE - NANTES - CAEN
 ANGERS - BRISTOL - MONTPELLIER - MONTVILLE - NORD - QUIMPER - RENNES

ASSISTANT DEALER SALES MANAGER
 Europe and Middle East

South Medical Systems, a leading company in the medical Ultrasonic imaging field, is looking for a dynamic and experienced person with a proven track record in selling/marketing Ultrasonic equipment to assume the position of Assistant Dealer Sales Manager.

The ideal applicant should have European and Middle East business experience and a knowledge of one or more European languages is preferable.

The position entails managing an extensive dealer network to achieve established goals and objectives by providing marketing and sales support throughout Europe and Middle East regions.

The position requires extensive travel and will be based in the London area, sharing with extensive fringe benefits and future promotion prospects are offered to the successful candidate.

Please apply in writing, including c.v. to:
 Attention Mr. David Haworth,
 Squibb Medical Systems,
 Blackhorse Road,
 Uxbridge, Middlesex, U.K.

BWRDD CROESO CYMRU
WALES TOURIST BOARD

Senior Director (Development)

This post is to spear-head the work of the Board in promoting new tourism businesses and to increase profitability and employment in the tourism industry in Wales.

Applicants should have the proven ability to motivate and co-ordinate the private and public sectors in successful tourism developments and an appreciation of how to develop tourism markets. Working to the Chief Executive, the Senior Director will take operational and financial responsibility for all the Board's development work, including the research needs and training requirements of the industry, and for advising the Board on applications for financial assistance towards capital investment and subsequent monitoring and control.

Successful candidates are likely to have graduate or professional qualifications. The salary offered is within the range £17,500 - £24,000.

Apply in complete confidence with brief career details and for further information about the post to:
 The Chief Executive, Wales Tourist Board,
 Brunel House, 2 Fitzalan Road, CARDIFF, CF2 1UY
 Closing date for applications, Friday 28 February, 1986.

FINANCIAL CONTROLLER


Develop Management Accounting in a growth area of BT's business and increase your career options to £20,000

FINANCIAL CONSULTANCY IS A GROWTH AREA OF THE MOMENT AND OF THE FUTURE - DON'T MISS OUT

F.P.S. (Management) Ltd is a leading company of financial consultants and because of phenomenal expansion in 1985 is looking for two outstanding individuals to complement its London based team of professionals.

The right individuals (aged 25+ and based in London) will be intelligent and energetic, highly motivated, hard working and able to absorb new ideas quickly.

Full training will be provided. Remuneration is expected to be in excess of £18,000 in the first year. This is a superb opportunity to develop your own business and career path in a growing industry in an exciting industry. For further details please telephone Keith Stone on 01-266 7323.



N.D.P.S., a small independent business within British Telecom Enterprises, has gained a high reputation for its innovative networked computer services for the international freight industry. The business is expanding horizontally into new market sectors, and attention is now being focussed on the introduction of new management accounting and financial control systems at our West Drayton head office, near Heathrow.

Leading a team of six, the Financial Controller will play a key role in the development and management of entirely new computerised systems... developments which will bring in sophisticated control and information resources right across the financial spectrum, including specialised project accounting systems.

It is a challenge which calls for an ambitious, Qualified Accountant with, at the very least, a two year track record of achievement within a commercial environment. This would ideally be a computing or electronics company where a rapid response to new needs and problems has clearly been your strength.

This quality together with first class communication skills, will be crucial to your success in the task. If you think you may have the abilities we need, here is a chance to make a significant impact within a growth area of BT - a company which can offer unrivalled options for future career development.

Your starting salary, negotiable up to £20,000, reflects the importance we're attaching to this post. It will be supported by a performance bonus scheme and relocation expenses, where appropriate. Are you ready to grow with British Telecom?

For more information please phone Miriam Barber on 01-759 2644 ext 400 or write with cv to Lesley Stevens, British Telecom Enterprises, Recruitment VASS, Wellington House, 6-9 Upper St. Martin's Lane, London, WC2H 9DL. Please quote ref: TM90.

British TELECOM

I.B.M. Software
 £17K basic £35K OTE

This leading software supplier to the lucrative I.B.M. marketplace have increased their market share even further with a mixture of dedicated Sales Professionals, powerful products and outstanding support.

The successful candidate will have proven ability, an assertive nature and be looking for a role offering more challenge and genuine medium-term prospects of management progression with a corporation committed to excellence. Ref: LP017.

Phone Lori Potter now, quoting the appropriate reference number to learn more.

Bank on Success
 £25K basic £40K OTE

Our client is a European manufacturer addressing the Financial Applications market, particularly Banking and Stockbroking enjoying a growth rate, the envy of the industry.

This growth has generated exciting career prospects for sales professionals with management aspirations. In addition to overseeing established accounts you will spearhead a new division with products supported by professional consultancy, training and turnkey systems capability. Ref: LP018

Personal Tax Management
 London to £30,000 + car

Distinguished international firm of chartered accountants seeks two additional, senior managers to handle UK and expatriate portfolios respectively with considerable autonomy involving substantial client contact and business development responsibility.

Candidates should be qualified accountants aged say 28-35 (although Revenue/legal backgrounds would be acceptable) with substantial recent personal tax experience. Prospects include early consideration for partnership or equivalent status.

For full job description write in confidence to Wendy Dare at J.C. & P. Selection Consultants, 104 Marylebone Lane, London W1M 5RF; showing clearly how you meet our client's requirements, quoting 1043/T. Both men and women may apply.

JC&P
 John Courtis and Partners

O.E.M. Sales
 £30k+

My clients have been extremely successful with their recent entry into the O.E.M. business winning several contracts in excess of £1m as a result of their proven microprocessor related products and their impressive design capabilities. With some very exciting new products soon to be launched they would like to hear from sales people with experience in Public Utilities/Central Government/M.O.D., Financial Institutions or the main Microcomputer/Electronics industry.

Applicants should be in their late twenties to early thirties with a successful track record in negotiating major contracts and in selling to major accounts, O.E.M.s or V.A.R.s in the business areas above. A credible presence, lively intelligence and a broad technical understanding are all essential. Experience in voice and data communications or interactive video technology would be particularly valuable. As business grows there will be opportunities to progress into Sales Management.

The Company actively believes in equal opportunities, is well funded and has a young dynamic and success oriented environment. Benefits include a high c.£16k basic, realistic O.T.E. with a negotiable guarantee in the first year together with company car, pension, BUPA, etc. When replying please quote O.T.26.

Sales Support

If you want to progress into sales but have little or no experience, join the Sales Support team. You'll be paid a realistic salary plus car and whilst you use your technical skills in microcomputing or communications to support the O.E.M. sales team, my client will develop and train you in selling and negotiating skills so that you can make the transition. When replying please quote T.T.26.

Please write to DAVID KONRAITH at the address below quoting the appropriate reference and enclosing a comprehensive C.V. including current salary details. No details will be disclosed to our client without prior permission.

OTTERIDGE & COMPANY
 199 Knightsbridge, London SW7 1RP.

Chief Scientist
 AGRICULTURE AND HORTICULTURE
 £31,000

This London-based appointment is of vital importance to the agriculture and horticulture industries and carries wide-ranging responsibilities.

The Chief Scientist provides advice to Ministers and top MAFF officials on long-term scientific needs and priorities and the use of scientific resources. Another important role is the joint management of the Ministry's sponsored agricultural and horticultural research and development programme - including the commissioning of research both in-house and with outside contractors.

Candidates should be suitably qualified in an appropriate scientific subject and should have extensive experience of initiating and managing research and development programmes. A proven record of attainment in their fields of interest will be required.

RELOCATION ASSISTANCE MAY BE AVAILABLE.

For further details and an application form (to be returned by 7 March 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: S/6789.

MINISTRY OF AGRICULTURE, FISHERIES AND FOOD
 The Civil Service is an equal opportunity employer

UNIVERSITY COLLEGE LONDON
 Academic Services Unit
 Industrial Liaison Officer

A vacancy exists in the ASU, a small team set up to assist staff throughout the College to further collaborative links with industry, commerce and Government. The ASU handles applied R&D, consultancy services, patenting and licensing of inventions and professional updating courses. The work is a blend of public relations, financial management, contract negotiations and general administration. Applicants should hold a degree, preferably in science, medicine or engineering, and have commercial or industrial experience. Salary on the lecturers scale £9275-£15,520 (under review) + £1297 p.a. LA.

Applications in writing to Dr M. Goldspink, Director, Academic Services Unit, University College London, Gower Street, London WC1 E6BT. Closing Date 28 February 1986.

2 QUALIFIED CHARTERED ACCOUNTANTS
 Salary £15k + Car + Benefits (Partnership Prospects)

To join our fast developing, innovative practice with associated financial support service and computer operations.

We have offices in Kent and Sussex and are soon to open in Surrey and the West End of London. The successful applicants would be wholly responsible for their clients' affairs.

Solid technical and interpersonal skills are a necessity. A Partnership would be offered to the right person within 12 months.

In the first instance please send a brief C.V. to: Brendan McGurran, F.C.A., McGurran Quist & Co., Milestone, Royal Parade, Chichester BN7 6NW

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WIFE, BARRISTER, DEATHS
 Announcements, authorized by the name and address of the deceased, should be sent to THE TIMES, 1, Whitehall Court, London W1B 3LY. For telephone or telephone advertisements only, to: 01 481 2300. Announcements can be accepted by telephone between 9.00 am and 5.00 pm on weekdays, and on Saturdays between 10.00 am and 5.00 pm. For publication the following day, please send the announcement to the office by 12.00 noon on the day before. For publication on the following day, please send the announcement to the office by 12.00 noon on the day before. For publication on the following day, please send the announcement to the office by 12.00 noon on the day before. For publication on the following day, please send the announcement to the office by 12.00 noon on the day before.

PERSONAL COLUMNS

IN MEMORIAM - PRIVATE
 CORRIE - 12th February, 1965. David Montgomery, London. Corrie, my loving memory... they flash about that inward cry... a host of golden daffodils.

ANNOUNCEMENTS
 WANTED BY PRIVATE TRUSTEES
 A CERT OF 220000 to build a final block of 12 flats in a courtyard sheltered from Council for Rentons. Could be in memory of someone. For further details write to the Trustee, Mr. J. W. H. Jones, c/o The Trustee, 101, South Street, London, E1C 7JL. Tel: 01-481 4142.

MARRIAGES
 MR MALCOLM WILCOX CBE AND MRS J. DAVENPORT. The marriage of Malcolm Wilcox CBE and Mrs J. Davenport, both of London, was celebrated on 10th February 1986 at St. Martin-in-the-Fields, London. The bride, Mrs J. Davenport, is the daughter of Mr. and Mrs. J. Davenport, London. The groom, Mr. Malcolm Wilcox CBE, is the son of Mr. and Mrs. J. Davenport, London. Mr. and Mrs. J. Davenport.

BIRTHDAYS
 TO UNCLE TONY, who is only just 40. Many happy returns of the day. Love and kisses from Alan and Michael. Tel: 01-589 1882.

SERVICES
 FRED NEW PARTNERSHIP through the firm of Messrs. T. S. & J. S. 14 Broad Street, London W1C 1JL. In the event of the firm being dissolved, the partners are: Fred New, 14 Broad Street, London W1C 1JL. In the event of the firm being dissolved, the partners are: Fred New, 14 Broad Street, London W1C 1JL.

WINTER SPORTS
 SKI WHIZZ
 Fantastic bargains in Feb 15th £199
 Feb 22nd £219
 Inclusive flights, food & kit
 Ring 01-370-0999
 ATOL 1820

LEGAL SERVICES
 US VISA MATTERS. Edward B. Quinn, US lawyer, 17 Broad Street, London W1C 1JL. 01-481 0811.

WANTED
 IMMEDIATELY REQUIRED for a position of a Body & Physiotherapy Assistant. The successful candidate will be responsible for the care and treatment of patients. For further details, please contact: Mr. J. W. H. Jones, c/o The Trustee, 101, South Street, London, E1C 7JL. Tel: 01-481 4142.

FOR SALE
 RESISTA CARPETS
 SALE NOW ON
 Masses of stocks of world brand carpets, all sizes, all colors, all patterns, all prices. In all quantities. Tel: 01-731 2588

DEATHS
 ASHURNER - On 9th February peacefully, Leonard Hector Tracy Ashburner, aged 84, at his home, 12, St. Catherine's Road, London. Buried at St. Martin-in-the-Fields, London. Family flowers only. Donations, if desired, to the British Cancer Research Campaign. Tel: 01-481 2300.

DEATHS
 WATKINS - On 12th February, 1986, at his home, 12, St. Catherine's Road, London. Buried at St. Martin-in-the-Fields, London. Family flowers only. Donations, if desired, to the British Cancer Research Campaign. Tel: 01-481 2300.

DEATHS
 WATKINS - On 12th February, 1986, at his home, 12, St. Catherine's Road, London. Buried at St. Martin-in-the-Fields, London. Family flowers only. Donations, if desired, to the British Cancer Research Campaign. Tel: 01-481 2300.

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Lost Paradise in North Africa
 DURBA THE GEM
 Lost Paradise in North Africa. Durba, the gem of the desert. A rare and beautiful gemstone. For more information, contact: Mr. J. W. H. Jones, c/o The Trustee, 101, South Street, London, E1C 7JL. Tel: 01-481 4142.

UP UP & AWAY
 National Airlines, Cairo, Dubai, Mumbai, Singapore, Kuala Lumpur, Bangkok, Hong Kong, Seoul, Taipei, Osaka, Tokyo, London. Tel: 01-481 2300.

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 Business opportunities. Tel: 01-481 2300.

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 Your own computer business. Tel: 01-481 2300.

PUBLIC NOTICES
 Notice is hereby given that the notice of the annual general meeting of the company is hereby given. Tel: 01-481 2300.

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 Short let. Tel: 01-481 2300.

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 Full range of computer rentals. Tel: 01-481 2300.

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 Private villas with pools. Tel: 01-481 2300.

OVERLANDERS
 Experienced chef required. Tel: 01-481 2300.

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 Experienced chef required. Tel: 01-481 2300.

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 For busy well respected. Tel: 01-481 2300.

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PALACE PROPERTIES
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GEORGE KNIGHT
 The Letting Agent. Tel: 01-481 2300.

MORTGAGES
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